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CANADIAN GROCER

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PUBLICATION OFFICE: TORONTO.

The candle of the Old Year has fluttered its last and died away. But in its stead there has been lit another, bigger and brighter, and with greater possibilities. During nineteen twelve Canada has experienced a splendid increase in prosperity. Trade has advanced as never before. We trust that when books have all been balanced, our readers will find they have shared to the fullest in that prosperity. And now that a New Year has been ushered in with unprecedented promises of large trade, it is the one best wish of The Canadian Grocer that each and all will enjoy an overflowing measure of success.

1913

1912

The Maclean Publishing Co. Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER
NEW YORK. LONDON, ENG.

A Good Display of Upton's Catsup,

Means a Till Full of Coin

Most grocers know the Upton products to be among the most profitable and quick selling lines in the trade.

But a well arranged display, with probably a few cards greatly enhances the selling of such consistent high quality products—Upton's Jams, Jellies, Marmalades, Catsups, etc.

By a concentration of effort and standardization of method, together with fruits of very select quality, this organization is able to produce unsurpassable table delicacies.

Extensive and consistent advertising helps create business. Put in a stock and reap some Upton profits during this year.

Brands may come and Brands may go,
But Upton's go on forever.

Order from your jobber.

The T. Upton Company, Limited

HAMILTON, ONTARIO

HIGHEST QUALITY

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form, it is still as free from foreign substances as the clearest rock crystal from mother earth.

Cox's Gelatine

It has never disappointed, and never will, because folks get what they expect and want when they buy the peer of all—"Cox's." Highest quality to-day, to-morrow and all the to-morrows to come. A safe and certain asset for a grocer's stock-in-trade — always worth its face value of 100 cents on the dollar.

Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, represent the top-notch of quality—the highest attainment of skill, experience and cleanliness in a model factory, said to be (by those who really know) one of the finest in the world.

Codou's Macaroni

A macaroni whose delicacy and whiteness bear witness to the caution used in selecting only finest wheat (from Taganrog) for the making. Tender as a macaroni can be, nutritious to the highest degree. Let the name on every package "Codou" serve to assure you of highest quality when you buy.

ARTHUR P. TIPPET & CO.

Agents

Montreal *Toronto*

It pays to sell

Push the larger bottles—they pay you best

When you quote the prices of the different sizes to your customers the saving to them is at once evident.

It is no more trouble or expense to handle the larger sizes, but your profit on an individual sale is much better.

BOVRIL LIMITED

27 St. Peter Street **MONTREAL**

Concentrate on

BORDEN'S

during this year and you will come out ahead

UNSWEETENED

The Original
and Leading Brand
Since 1857

With Milk and Sugar

UNSWEETENED

READY FOR USE

Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

"PURITY" the Slogan

For a slogan in the selling of foodstuffs *Purity* holds pride of place, and it is the unvarying and absolute purity of

E
D S

Brand

Jams, Jellies, Catsup, etc.

that has raised them to the zenith of public favor.

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

Brand's A. 1. Sauce

A fine tonic and digestive. An excellent relish for "Fish, Flesh or Fowl.

Simply A. 1., pleases everyone: The public will have it. Sold the world over.

Brand's A. 1. Sauce and Invalid Specialties were granted highest possible award "The Grand Prix" at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

BRAND & CO., LIMITED

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front Street East, TORONTO
A. HUBBARD, 27 Common Street MONTREAL
McLEOD & CLARKSON, VANCOUVER

This is the time, **Mr. Grocer,** to push

SIMCOE BAKED BEANS

There are four sizes, with or without Chili or Tomato Sauce. **Quality** and **Quantity** are two big features that recommend them to your customers, and there is considerable profit for you.

"Feature the Family Size." Our own original big can for little money. Others are doing it, why not you?

Remember our guarantee goes with every can of Simcoe Baked Beans.

DOMINION CANNERS, LIMITED
HAMILTON, ONT.

Packed only at our Simcoe Factory in the Lynn Valley.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S SHORTCAKE

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

The Quality Behind the Name

is the most potent factor in the selling power of any article of commerce.

Give the consumer nothing but the PUREST and the BEST and you lay the foundation of a steady, permanent and ever increasing trade.

Clark's Pork and Beans

are prepared only from the PUREST and the BEST of material.

The beans are carefully selected and of the highest grade, the ingredients of the sauces are absolutely the purest obtainable, and the method of preparation is the most approved and up to date. The result is the QUALITY, which has made CLARK'S a household name to-day.

Buy the Quality That Sells

WM. CLARK, - MONTREAL

HIGH GRADE **CONFECTIONERY**

SOME OF OUR SPECIALTIES:

"ATLAS" SELECTION

The finest machine-made drops on the market. Packed in clear white jars, 1 lb., 2 lb. and 4 lb. size, and 7 lb. blue enamelled tins.

FONDANTS

Delicately flavored. Beautifully shaped.

TURKISH DELIGHT

Made exactly as in Constantinople. None finer manufactured. The 8 oz. decorated tins sell splendidly.

Although the **quality** in all cases is perfect, the prices are by no means unreasonable as you will see by equiring of our special representatives.

Mr. BERNARD PINK c/o Canadian Grocer
E. T. Bank Building, MONTREAL

Messrs. EMERSON, BAMFORD CO.
VANCOUVER, B.C.

OR DIRECT TO

E. & T. PINK, LTD.
LONDON, ENGLAND

Wake Up

and sell the match that every consumer finds a delight in using.

Don't you know it? **Dominion** by name, perfection in quality, No broken sticks.

Dominion Match Co., Limited
Deseronto, Ontario

AGENTS:
The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

Laurentia Milk sales are continuing to gather speed, and during the year just begun dealers should not overlook the many sales they can make of Laurentia Milk—the boon to mankind. Laurentia Milk is ordinary pure cow's milk homogenized and bottled and sealed. It keeps indefinitely, is easily digested, tastes like thin cream. Laurentia Milk does not spoil on the dealer's hands, sells profitably the year round.

The Laurentia Milk Co., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760

HOLLAND RUSK

GOOD ALL DAY

Good—For Breakfast — Lunch—Dinner.
Good—Just Buttered.
Good—With Cheese.
Good—With Jelly.
Good—With Jam.
Good—With Milk or Cream.
Good—With a Poached Egg.
Good—With Strawberries, Blackberries, Peaches, sliced Bananas, or any other fruit, either fresh or canned.
Good—With Coffee or Tea.
Good—With Cocoa or Chocolate.
Good—With Soup or Salad.
Good—With Welsh Rarebit.
Good—With any Chafing Dish Receipt.
Good—With Hot Milk in cold weather.
Good—As a Milk Toast.
Good—For Pudding.
Good—With Oyster Roast.
Good—With Fried Tomato and Poached Eggs.
Good—In a HUNDRED Different ways.
Good—For Infants.
Good—For Growing Children.
Good—For every member of the family.

Good in one hundred ways.

Its wide adaptability and usefulness makes it the most practical and economical food known.

Made of the most nutritious ingredients—eggs, milk, butter, sugar, flour and delicious Dutch flavoring.

Remember!

There is only **ONE HOLLAND RUSK** and but **ONE THING** like it—"more."

HOLLAND RUSK CO.
. Holland, Mich.

Good in One Hundred Ways

The many ways in which HOLLAND RUSK is eaten make it a fast seller. Keep it displayed on your counter, and when your customers buy it call their attention to its convenience as a toast with WELSH RAREBIT—in fact, whenever you sell cheese for WELSH RAREBIT sell a package of HOLLAND RUSK to be eaten with it. HOLLAND RUSK is not only delicious with fruits, berries, marmalades, jellies, oysters, poached eggs, etc., but it has high food value. It is a satisfying food for people of all ages, is enjoyed and easily digested by infants, growing children or dyspeptics. Our advertising helps to make HOLLAND RUSK sell. Keep it on your counter where customers can see it.

HOLLAND RUSK COMPANY

HOLLAND, MICHIGAN

Valuable premium coupons in every package increases sales. Send for list of gifts.

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST

Saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt, Gold Dust advertising goes into every corner of the country after customers and sends them to your store.

LET THE GOLD DUST TWINS DO YOUR WORK.

The N. K. Fairbank Company,

LIMITED, - - MONTREAL

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED -BINS-

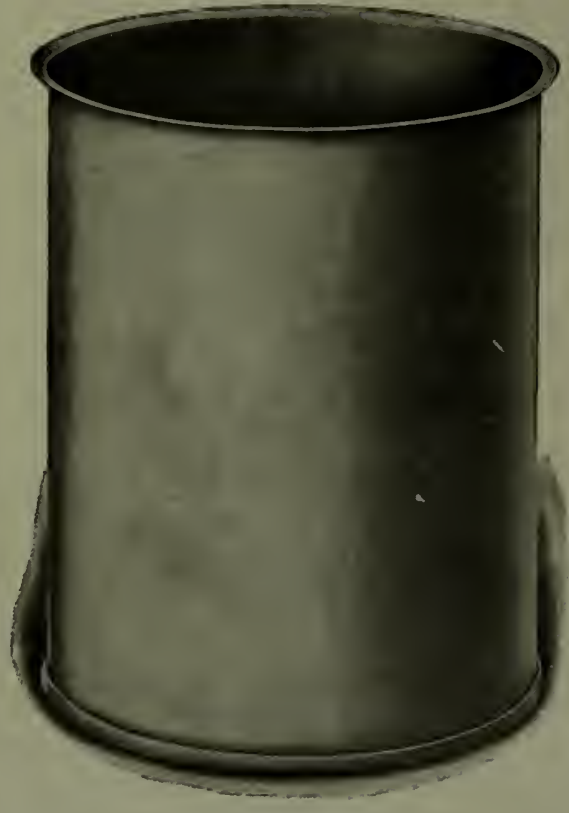
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED -BINS-

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Inefficient Equipment Costs $ $

Profits in cheese sales are made not by guessing the amount of cheese a customer's order calls for, but by having the most efficient and absolutely non-erratic computing system to cut it. Real economy means efficient equipment; it costs dollars less than lost time through **guessing** weight (to say nothing of stock loss).

The Perfection Cheese Cutter

It is efficient because it enables you to sell cheese at a much better profit than by any other way, and is thoroughly practical and speedy and simple to operate.
Its features embody: A bevelled edge knife, a five-ply birch board that don't warp or come apart. It is handsomely finished in scale blue enamel. It is well constructed, with good workmanship. Automatic cabinet. Sells cheese all summer.
High-class natural finish. **Perfectly sanitary**—protects the cheese from air, dust and insects. Place for display and storage of box goods on part of its top.

Send for illustrated literature to-day

American Computing Co.

of Canada

HAMILTON, - - CANADA

SAVON PUR
GARANTI SANS FRAUDE

"SHELL" BRAND

Castile Soap

("La Coquille")

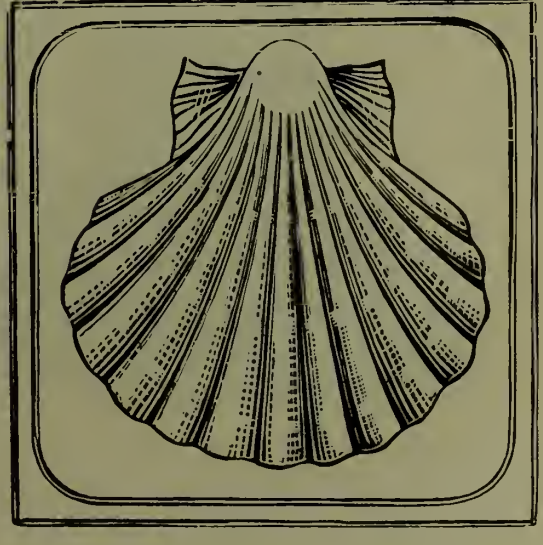
The Standard of Purity
A Pure Oil Soap

Has the largest sale of any Castile Soap in the Dominion. This Soap is especially manufactured by Messrs. Couret Freres, Marseilles, France, for Messrs. Estrine & Co.

GENERAL AGENTS

P. L. MASON & CO.

Toronto



WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M

Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

We also make electric meat choppers and a full line of hand and power coffee mills.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

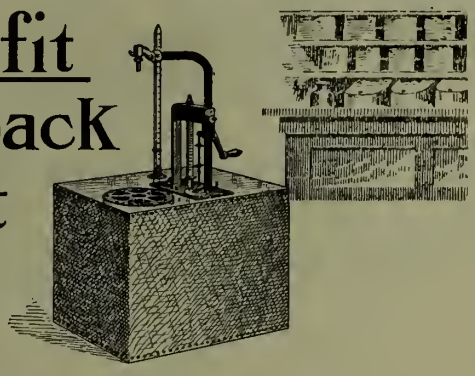
Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

"That Bowser Outfit has paid me back Every Cent it Cost"



There are 750,000 BOWSER OIL TANKS in use to-day. Why? Because **they pay!** If you sell oil from an old-style tank you **lose money** in waste of oil and the damage it does to other articles, and you're **paying the price** of a

BOWSER
SELF-MEASURING OIL TANK

without having it. You have only an oil "nuisance" instead of an oil "business." The BOWSER OUTFIT does away with the measure and funnels; you simply hang the customer's can on the nozzle and pump the desired amount. As soon as pumping stops an automatic cut-off checks the flow of oil and prevents dripping. If you fill an odd measure the indicator shows you what to charge. No waste of oil or time. No dirty oil-soaked floors. No need to run down cellar nor to a back room to draw oil, because the BOWSER OUTFIT is so clean it can be kept in the most convenient part of the store. Write us for complete catalogue No. 222, and full information—Free.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., **Toronto, Ont.**

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.
Established 1885.

Probably no other line of Coffees in the world have been made so easy and so satisfactory for the grocer to sell as the products of

CHASE & SANBORN

MONTREAL

Litster Goods

are made good enough to guarantee They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO

When The Hands Are Soiled

At the Office, Store, Bank, Printer's Home, in fact,

At the Foundry, Shop, Mill, Factory, Garage or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.
Big Sale for This Hand Cleaner.

SNAP COMPANY, Limited
MONTREAL, QUEBEC

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

A Genuine Trade Builder

Quality goods are those that attract and hold trade and

will prove a profitable proposition to every grocer because it is unrivalled in quality and purity.

It is moreover attractively packed and made up, and proves a rapid and profitable seller.

We have a dealer helper-selling plan that cannot fail to interest you. Send for details of it to-day.

The Guelph Soap Co.
GUELPH - ONTARIO

If you hear TO-DAY

at the counter, the word that is fast becoming familiar as a synonym for Stove Polish——

GIPSY

are you in a position to "deliver the goods"? If not, an excuse, an apology—profitless substitutes for a "GIPSY" sale.

HARGREAVES BROS. & CO., LTD.,
HULL, England.

Agents for ONTARIO
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

'CAMP' COFFEE *Stands on its* MERITS

It Appeals to the Public because of its exquisite flavour and the ease and swiftness with which it can be perfectly prepared.

R. Paterson & Sons Coffee Specialists Glasgow

It should appeal to you because it is the most popular of all coffee essences; because it means quick sales, big sales, and good profits.

Ask your Wholesale House

Do You Realize

Mr. Grocer, how much confidence your customers put in your advice. Sell "Swallow" Brand, Macaroni, Vermicelli, etc., and you will never betray that confidence.

Stock and push

Macaroni Vermicelli
("SWALLOW") BRAND

right now. You know the reason.

Ask for "Swallow" (In French, Hirondelle) when ordering from your wholesaler. You will get quality goods by specifying this brand.

The C. H. Catelli
Company, Limited.
MONTREAL, CANADA

More Satisfaction

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fresh Fruit products are fast sellers wherever introduced.

Royalty has and is appreciating them, and so will your customers. Dealers appreciate the profit. Are you one?

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**

GOOD RAISINS 6½c. lb.

We have to offer some 100 cases Fine Valencia Raisins, 1911 crop, at 6½c per pound, F.O.B. Niagara Falls. Sample on application.

MARLAND WOOLNOUGH CO.

Wholesale Grocers

Niagara Falls Centre, Canada

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN . . N. B.

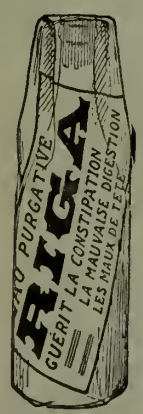
BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case



50% PROFIT GUARANTEED

Riga Water

The Housewife's Friend

A Gentle Purgative

Absolute Cure for Constipation

Cures Where Others Fail

We Want Agents

La Societe des Eaux Riga

MONTREAL

THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

St. Lawrence Granulated

The most interesting changes in regard to sugars are an increase in the estimate of the Cuban sugar crop, which is now expected to reach 2,250,000 tons, being an increase of about 400,000 tons over last year, while, on the other hand, the estimates of the Russian beet crop have decreased by nearly a like amount.

The St. Lawrence Sugar Refineries, Limited, Montreal

Mr. Grocer

When buying Jams and Jellies for your trade during this new year, always remember that

L. & B. BANNER BRAND

can be relied on as being of best quality fruit, carefully prepared and packed. The high quality and moderate price recommends it, and makes it popular with the trade.

Try this line when next ordering.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., - Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg - - - Manitoba

Start 1913 Right

Is your tea and coffee department going to be a big factor during the coming year? If so, you cannot afford to overlook our values in

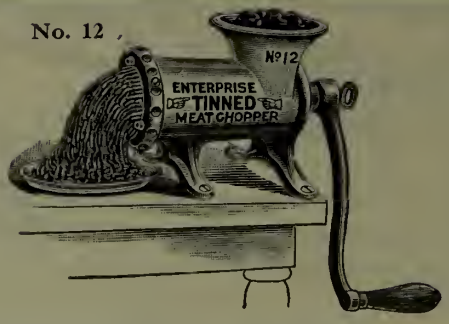
BULK

Teas and Coffees--"The best value for the least money," also

MELAGAMA TEA and Coffee

MINTO BROS. 45 Front St., E. TORONTO

No. 12



Trade Makers—Profit Makers—Time Savers

This No. 12 Enterprise Meat and Food Chopper should have a permanent place on your counter. It will save your time—save your customer's time, and, above all things, it cuts the meat—cuts clean and easily. Has the true cutting principle—a razor-like, four-bladed steel knife revolving against a keen-edged perforated plate. Can't mash or mangle—it cuts. Can be taken apart and cleaned in a jiffy.

ENTERPRISE

Meat and Food Choppers---and Mills

This No. 8722 Enterprise Power Combination Rapid Grinding and Pulverizing Mill Meat and Food Chopper is fitted with ½ and ¾ H. P. motors, direct or alternating current. Direct current machines have ¾ H. P. motors adjusted for fast or slow speed, which can instantly be changed. Alternating current machines fitted with ½ H. P. motors. Four plates, with varying sized holes, and four knives furnished with each machine. "Enterprise" on a machine means Quality—Fair Price—Assured Service—Interchangeable Parts—General Satisfaction.

Write to-day for complete Catalogue of Enterprise Line.

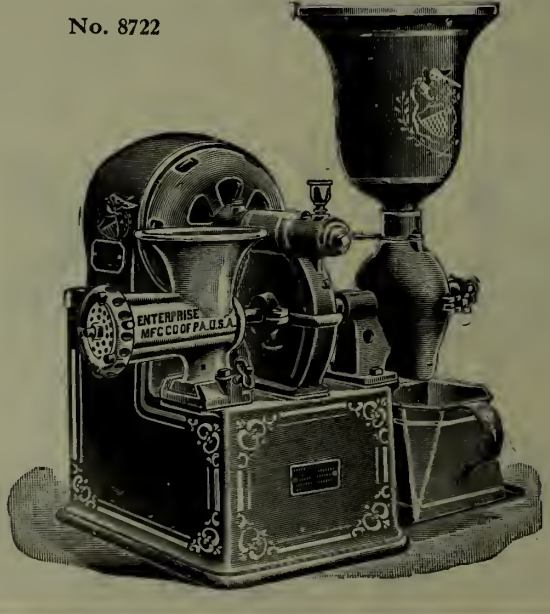
The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia - U.S.A.

Chicago Branch, 176 North Dearborn St. **21 Murray St., New York** **530 Golden Gate Ave., San Francisco**

No. 8722



Make the New Year "PROSPEROUS"

BY SELLING

"KIT" COFFEE

Every season of the year, every day of the week is KIT COFFEE time, for it is always delicious, refined in flavor, healthful.

Send for samples.

KIT COFFEE CO.
Govan, Glasgow
ALEX TYTLER
Temple Building, London, Ontario
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE
312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

Frederick E. Robson & Co., Toronto.

CANE'S WASHBOARDS

A Line of Business Builders

The beginning of the New Year, which is universal stock-taking time, is a good time to start up on washboards and place your order with your jobber.

We have 13 different styles and sizes so as to suit every demand. Each grade the fullest value of the market.

ORIGINAL GLOBE—Heavy back zinc washing plate.
WESTERN KING—Enamel washing plate.
IMPROVED GLOBE—Thin back, solid zinc washing plate.
DIAMOND KING—Glass washing plate.
Have you seen our new Boards—BEAVER Brass, and NEPTUNE, Wavey Zinc?
Write for Catalogue and full particulars on Cane's

WASHDAY WOODENWARE

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

"JUST OUT"

1913 Your Big Fish Year

There is no chance with fish. Stock always sells, and sells readily. Simply educate your customers to the fact that you are handling our goods. The quality will do the selling work.

Canada Brand Pure Boneless Cod

Tasty and appetizing, to say nothing of its nutritious value.

Make Out a Trial Order.

BONELESS FISH.

Canada Tablet	20 1 lb. Tablets
Canada Crate	12 2 lb. Boxes
Canada Strip	30 lb. Boxes, Whole Strips
Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand	25 lbs. Bulk
Cod Bits	25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds	100 lb. Boxes
Eastern Fifties	50 lb. Boxes

Haddies, Kippers, Bloaters,

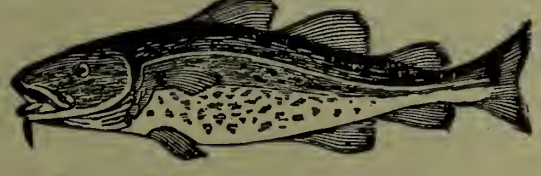
OCEAN BRAND

Fillets - - - - - - - **Boutilier's**

In short, we can supply any line, so don't be in doubt.

The North Atlantic Fisheries

LIMITED
MONTREAL



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Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

Everybody's Using It.

This is the season when every housekeeper is using stove polish.

James Dome Black Lead

is the most reliable and satisfactory stove polish that you can sell.

Pays well **Sells well** **Works well**

W. G. A. LAMBE & CO., Canadian Agents

1913

We wish our friends, and friends to be, a very Happy and Prosperous New Year, and believe we can do a whole lot towards the realization of above if you will let us. Our travellers start out January 6th with offerings that will interest you. Kindly give them a few moments of your valuable time; they will not bore you, and you will find them courteous. Three things we pride ourselves in:—

1st—**QUALITY.**
2nd—**PRICES.**
3rd—**PROMPT SHIPPING.**

W. T. HARRIS CO., Limited

WHOLESALE GROCERS

1010-1016 2nd Avenue, East - OWEN SOUND, Ontario

Phone 33—Free

The Public Demand

Never before has the demand for purity in food and drink been so insistent as to-day. You can always uphold the purity of "SALADA" Tea. Its scientific cultivation, the cleanliness of its preparation, the sealed lead packet, combine to protect the fragrant leaves from all contamination. It's pure, wholesome and delicious — recommend it to your customers — they'll come back for more.

"SALADA"
41 Eastcheap,
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"SALADA"
TORONTO and
MONTREAL

"SALADA"
198 West Broadway
NEW YORK CITY

To the Wholesale Trade:

RANGOON BEANS

We can offer the very highest quality in any quantity. **Substantial repeat orders placed by leading houses** prove conclusively that as cookers and boilers the **Rangoon** is now the equal of the best.

SPLIT PEAS

Quality of these also beyond dispute. We have imported good quantities to Canadian market, and buyers, without exception, are well satisfied, judging by steadily increasing demand.

N.B.—All shipments are inspected at Liverpool by our house there, thus guaranteeing quality of anything offered.

West India Co., Limited
MONTREAL

A FREE

PACKAGE OF CUSTARD POWDER IN EVERY PACKAGE OF OUR JELLY POWDER

The very high quality of this Jelly and the delicious custard powder (included) make it most popular. You want the popular line — then write for prices. We quote right and the goods are right.

S. H. EWING & SONS
MONTREAL and TORONTO

One Quality Always, and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They constitute the best and have a reputation that is without parallel.

Magor, Son & Co.

Agents for the Dominion of Canada
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

GETTING THE BUSINESS

From the grocers' viewpoint depends upon the demand there is for the goods he has in stock. That's why

Crown Brand Corn Syrup

Is sold by all good grocers. It brings business because the demand for it is national.

When Crown Brand is asked for, no other Corn Syrup will do.

Crown Brand is known throughout Canada as the ideal table syrup, and custom comes where Crown Brand is sold.

This is the season and now is the time to stock Crown Brand. It will please your customers to know that you have it —and prove a steady source of profit to you.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO. LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

View of the handsome grocery department interior of Robinson & Co., Winnipeg, Man. Mr. Robinson, founder of this firm, began business a quarter of a century ago in Winnipeg.

Proper Management Built Up Business

Progress of Robinson & Co., a Large Winnipeg Concern Which Was Founded 25 Years Ago—Business Methods Always Kept Abreast of the Times—Attractive Grocery Department and Some of the Fixtures Installed.

Western Canada can boast of many fine retail businesses. All these of course had humble beginnings, several of them dating back a decade or two when the population and the known resources of the country did not warrant any great attention, save from those who could look into the future.

It was some twenty-five years ago that "Jerry" Robinson began business in Winnipeg. It was not either, on a very pretentious scale, but even at that time he was recognized as among the aggressive merchants of that place

To-day Robinson & Co., Winnipeg, is a large concern. Their handsomely furnished departmental store—a reproduction of their grocery department appears above—is one of the busy spots in the western metropolios.

Large Addition Erected.

A large addition to the floor space was deemed necessary by the management last spring, and the addition was opened about a month ago, giving much needed room to some important departments.

The grocery end was one of these It will be easy to judge of the extent and importance of this branch of the business from the accompanying illustration.

Well lighted, well arranged, with a fine stock, always in "apple-pie" order even in rush hours, it is a lesson in store management to visit Robinson and Co.'s grocery department.

The Arrangement Artistic.

It will be seen that silent salesmen and artistic arrangement play no unimportant part in methods as they should in every business, however slender its resources.

The selling staff of the department numbers 25 which is increased as needed at times of unusual pressure.

The handsome show case to be seen towards the front of the picture is used to promote confectionery sales, and it is found to be a splendid seller. Confectionery is displayed on the top in trays with price cards, while attractive boxes are shown beneath.

Good use is made of the pillars. Canned goods are piled around them not only hiding the pillars, bnt displaying the goods to advantage. Bare pillars do not sell anything.

Some of the Fixtures.

The store is built quite wide and tables between the pillars supplement the work of the shelves. The metal ceiling produces a clean, sanitary effect. Among the fixtures may be seen a large cash register, computing scales, rest chairs in addition to the silent salesmen already referred to.

Mr. Robinson's progress is attributed chiefly to his managing capacity and foresight. He and his business always advanced with the times, because he adopted methods to increase business as occasion arose.

Brightening Up Trade in Dull January

A Month in Which Hot Drinks Including Meat Extracts, Cocoa, and Soups Will Sell Well With Attention—Fish, Canned Vegetables and Fruits, Syrups and Molasses Should Also Remain to the Front—Good Month for Fruits and Nuts —Suggestions for Increasing Sales of Above Lines.

January has always been regarded a month of quiet trade. Naturally to a certain extent it may be slack, following on the heels of the heavy Christmas and New Year purchasing season. But January is not as black as it is painted in this regard. At least it should not be, if aggressive measures are adopted to get after business.

The retail grocer can always console himself with the fact that people must still eat whether Christmas comes or doesn't come. It is up to him to take full advantage of this fact and endeavor to make the most of his possibilities.

A Good Meat Extract Month.

January, first of all is a cold month, being a close rival to February for the record of the year. Opportunity is, therefore, afforded the grocer to sell cold weather goods. Now is the time to place to the front meat extracts. They will be required by those whose duties call them to outdoor work. Those engaged in outdoor sports during winter season also consume a great deal of hot beef drinks. Bottles and packages of meat extracts should, therefore, be given a front berth on every shelf and counter and should at least occasionally be given prominence in the window display.

Dealers who know their customers and the habits of their families can frequently interest them in beef extracts. If the husband is known to be a curler or the son a skater, snowshoer, etc., such information can be used to advantage.

Cocoa a Winter Favorite.

Cocoa is another cold weather drink that will produce good returns to the dealer who pushes its sale. Hot cocoa might be termed a favorite ante-slumber drink. It is used almost every night by many families whose sons and daughters have been out in the cold indulging in some outdoor sport.

For afternoon teas and receptions hot cocoa is practically a standard drink during winter. There will be many of these functions in January. Therefore any attention given to the sale of cocoa this month would certainly well repay the efforts of any dealer. As with beef extract cocoa should be advanced to the front and sold.

Get Behind Soups.

Another good cold weather seller that naturally comes to the dealer's mind just now is canned and concentrated soup. Many people who never eat soup in summer are very fond of it in winter and those who like it the year round want more during the cold weather.

Soups, therefore, should be "got behind" and pushed. This is the season of least resistance for them so that the efforts of the retailer count for much. A carton of soups or a can or two on the counter will be sure to sell goods. There was a time when the majority of us were prejudiced aganst any kind of soup except that which mother made. But with the advance of the times and the scientific methods for manufacturing, that prejudice has gone. People who can afford it prefer the canned or concentrated article.

For lunches soups will be in good demand. Place them to the front and with some care and attention they will be easily sold.

A Good Fish Time.

Inducements to handling and pushing fish are strong. The weather reduces the trouble to a minimum There is no worry over deterioration or cold storage and there is a certain demand. Even if this demand only were filled it would mean good business but with attention demand can be created.

Many retail grocers increase their fish sales by display. They use a small show case or two at the front door in which are shown the different varieties of fish on hand. These are simply samples, stocks being kept at the rear of the store or in a cool warehouse.

If too, the retailer begins at once to sell fish, he will quite likely keep fish customers on through the busy Lenten season later. This would mean considerable business during the year.

Bring Forward Canned Goods.

The reason for pushing canned goods in January is self-apparent. There are only a few fresh vegetables on the market and those that are on are rather expensive. In fact it is difficult to get any outside of the large cities and towns in close proximity to the large markets.

For this reason there will be good call for canned vegetables. Unlike fruits, the housewife does little if any vegetble canning. She, therefore, is sure to require the canned article. She should be given every opportunity to purchase it. Tomatoes, corn, peas, beans, beets, spinach, and asparagus will all sell with a little assistance, particularly the first four.

Canned and preserved fruit will, too, be good sellers this month. Quite a number of people do not "put down" much fruit themselves, believing that when cost of fruit, sugar, time and labor are all considered it is not worth while doing So. Every retailer knows that manufacturers have during recent years been putting up a much superior quality of fruit to that of ten, fifteen and twenty years ago. Consumers know this, and can rely on the preserved article. Other similar January lines are syrups and molasses. Display them and they sell.

Fruit and Nut Season.

Even if the holiday season is past the occasion for fruits and nuts is not. During January sales in these lines should be especially good. Supplies and varieties are big enough for good displays. Navel oranges will be getting better in quality. Malaga grapes are in their prime. Table raisins, grapefruit, figs, dates, bananas, etc., are all easily obtained. Lemon sales, with frigid weather, should be good. This is the season of colds.

Displays of nuts should be frequent, and in fact interior displays should be in evidence all the time. Those retailers who use the fine chiken wire containers in cylindrical shape find they are being well repaid. Nuts shown in them can be seen at a distance and the quantity always attracts attention.

Assist the Flour Sales.

The cold season always helps flour sales. More people bake their own bread now, and still more would do so if the matter were drawn to their attention more forcibly. A show card or two or a newspaper advertisement would certainly be of advantage. For instance a card reading "Bake your own bread with this superior flour," or "Home-made bread is always a treat;" "This flour insures good results," etc., would bring out inquiries.

In country districts farmers will at this time be restocking flour. Call their attention to it and watch results. With increase in flour sales yeast cake should of course also be in greater demand.

Two of the best methods for increasing sales in any of the above lines are display and newspaper advertising. These two agencies backed up by judicious persuasions on the part of grocer and clerk, will do wonders in brightening up what otherwise might be a dull month.

Finding the Profits on the Year's Business

Correct Procedure to Follow in Arriving at Net Profit or Loss —Taking Off a Monthly Balance is Facilitated by Use of Stock Records—Some Advantages of Keeping Records of Stock on Hand.

Editor Canadian Grocer — Now that the holiday rush is over, we retailers have some time to consider stocktaking. Would you be good enough to let me know how to go about stocktaking and what is the information it should give me?

Last year you published an article on how a balance could be taken every month. Could you give me some idea as to how I should go to work in doing this?

Any information you can let me have on this subject will be appreciated by me, and I should think by the retail trade in general.

READER OF THE GROCER
Moncton, N.B.

The questions propounded are particularly apt ones at this time of year. Just now the retail merchant will turn his attention to stock-taking and the laborious work of making an inventory will begin.

In answering the first question, it is not an easy matter to state just what procedure should be taken without going into lengthy detail. Briefly, however, the best method is as follows:

Assets must be totalled up, the following items being considered under this head; Stock on hand (to be taken at invoice price plus freight or handling charges); cash in hand and in bank; book accounts receivable; investment such as real estate, buildings, store fixtures, etc. The liabilities will be made up of the following: Current outstanding accounts; mortgages on real estate; amount of investment when starting business.

The difference between assets and liabilities should represent the amount of profit or loss as the case may be.

To determine the net profits for a year it would be necessary first to know exactly how matters stood at the beginning of the year. Comparison would show the profit or loss on the year.

For instance, let it be supposed that at the first of the year a dealer has $8,000 in stock on which there is an indebtedness of $950. He has $500 in the bank and book accounts receivable of $600. His business is worth, outside of the question of fixed investment in building fixtures, etc., the sum of $8,150. During the year, he pays out $11,000 for new stock and his cost of doing business for that time is $3,600. At the end of the year he finds that he stock on hand to the value of $8,500, against which there is an indebtedness of $900. He has $2,600 in the bank and accounts receivable amounting to $800. How much has he made during the year?

It is not difficult to determine what he is worth at the end of the year, exclusive of fixed investment. He has a stock worth $8,500, from which must be subtracted $900 still to be paid. By adding the $2,600 in the bank and the $800 accounts receivable, it is seen that he is worth exactly $11,000. At the first of the year he was worth $8,150. His net profit during the year has been $2,950.

If it is desired to reach an absolutely accurate accounting, the question of depreciation of buildings and fixtures would have to be considered, a certain amount being written off the profits to cover this. Many dealers, however, reckon depreciation among overhead expenses, allowing a certain amount per year or, in some cases, a certain percentage.

A Monthly Balance.

With regard to the taking of a balance every month, the same procedure would be followed. It is very hard to take off a monthly balance showing the exact standing in a retail business unless stock records are kept. It is always found a paying plan for retailers to keep such records. Not only does it enable them to keep close tab on the standing and the amount of business being done but it makes it possible for them to find at all times just what stock is on hand. In this way, the dealer is able to replenish his stocks as soon as the records show that they are running low. They are very simple to handle. An entry to the debit is made when stock is received and each sale is credited. This can be done to good advantage by the card system.

In keeping stock records, it is necessary for all menmbers of the staff to carefully enter all sales. Otherwise, the records will not contain correct information with reference to the stock and mistakes are almost certain to crop up in ordering. The enterisg of the sales on these stock slips is done in addition, of course, to the regular system of entering sales.

LOSSES FROM DUST.

"So far as I know," remarked a traveler the other day," there is no leak in the grocery store—at least in a great many—that causes greater loss than flying dust.

"Frequently on going into a store one finds the clerk or probably a couple of them dry sweeping the floor, and in such a way that the maximum amount of dust rises. This naturally settles on everything, foodstuffs as well as furniture. Often an open box of prunes, raisins or lard can be seen simply covered with dust. In fact, everything that is open is dust covered.

"No dealer wants to sell a good customer dirty prunes or lard and when the order is being put up a certain amount has to be thrown away.

"Worse than that, no woman wants to buy dust covered prunes or lard and often she will go some place else if they are not clean looking. To me this would seem the greater leak. Dirty, dust-covered foods are not going to assist sales.

"Two precautions are necessary to prevent this loss. All grocers now sell dust absorbers which actually prevent dust by absorbing it. Why shouldn't they use these themselves? A little sprinkled over the floor stops the nuisance. Then to be doubly sure, all open packages should be covered before sweeping."

* * *

Editorial Note.—Readers are urged to send in as many suggestions as they may have for our Leaks column. The more actual experiences received, the better and more valuable will the column be to all.

CALENDARS FOR 1912.

"An Anxious Moment," is the subject of a handsome 1913 calendar sent out by J. J. McCabe, wholesale fruit broker, Toronto. It is one of the most attractive calendars one would wish to see, the coloring showing up with splendid effect. The calendar is made in the long shape, the illustration being bordered with red and the whole on a mottled green cardboard background.

The man who is looking for something soft will find it inside his hat. The hard-headed business man succeeds.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JAN. 3, 1913

CANADA'S EXPANDING TRADE.

When Canada's books are closed for 1912, there will be evidence of the greatest trade in her history. Up to November, the grand total of Canadian trade was $821,723,347, and it is estimated that when totals are made up for 1912 that it will reach the billion dollar mark.

January's total was $63,680,443, February's a million more, and March $23,000,000 greater. The increase continued until for October the total was $101,277,469. It is estimated that the November figures, not yet compiled, will beat October by $3,000,000.

The trade development experienced last year was reflected in the foodstuff business. Aggressive manufacturers, wholesale and retail grocers all claim the year was a splendid one. Trade has gone forward with wonderful dexterity and we now begin with 1913 with every prospect of greater things during the year before us.

It must be remembered of course that greater prosperity is in store only for those who go after it. All things do not come to those who wait.

WRONG AGAIN.

"What men have failed to remedy women have accomplished! Only the other day The World called attention to the Philadelphia campaign to reduce the price of eggs—cold storage but sold as "fresh"—and at that a subtle hit at the innocence of the general public. It was left to the wit of women not only to devise but to supply an effective remedy."—From The Toronto World.

Someone should enlighten The World and other dailies which do not go very deeply into trade conditions. In their endeavor to cater to the masses, they make statements which reflect on the honesty and business capacity of retail merchants, all of which tends to cause a feeling of distrust between consumer and dealer.

Women, no doubt, must be given credit for a great deal of originality, but in the Philadelphia egg case The World can scarcely claim much for the wit of women in this instance. The article in our provision department of this issue shows who were behind this egg deal where price of eggs was so suddenly dropped. It transpires that a number of egg men had inferior eggs (in part at least) on their hands which they were desirous of moving out at a profit. The Householder's League, from all accounts, became their easy dupes, and once again the dear public has been victimized.

In Philadelphia the majority, if not all, of the newspapers now see who is behind the scheme. Will those dailies on this side of the line who have written editorials on, and given such wide publicity to this question, now put their readers right?

FIGURE THE COST.

"I don't bother my head about the cost of doing business. When any merchandise comes in, I just tack on enough profit to insure my not losing anything, and let it go at that," said a country merchant the other day.

This practice is an unjust one, both to customer and dealer. It makes a reasonable price a matter of chance, instead of policy. The result is that either the dealer sells at a loss, or the customer is overcharged. Profit figuring, to be accurate, must be based on the cost of doing business. This is the only successful solution of the problem. Guesses and approximations are certain to work a hardship on one or the other of the parties concerned.

With competition so keen nowadays business is likely to be lost if customers are overcharged on any article. They soon find out what the standard price should be and they go to the store where that price can be secured. On the other hand, if the retailer marks his goods too low, as he is bound to do in some cases, he loses money. The one best method is to know total cost and figure from the selling price what percentage of profit is being made.

HOW WAR PANIC AFFECTS TRADE.

It does not always require actual warfare to clog up trade channels. Rumors of war are enough. Witness the case of Vienna, Austria's capital. Ever since the Balkan blaze broke out, Austria has been in a state of anxiety which has gradually developed to almost fever heat and preparations for strife.

As a result Vienna has experienced the worst year for trade in the memory of the oldest citizens. The Christmas business was a failure. Instead of engaging extra hands to cope with the Christmas rush, milliners and dressmakers were forced this year to reduce their staffs. One large firm sent away no fewer than 140 employees. The books of leading dressmaking establishments show receipts for the week ended December 14 of $290, compared with $12,175 the corresponding week of last year. Altogether 25,000 workmen and work girls are said to have been thrown out of employment during the last few weeks prior to Christmas in Vienna.

The war panic has disturbed the entire economic activity of Vienna, especially the monetary circulation. Withdrawals of deposits from the banks are heavy and everything is in a state of turmoil.

This is a lesson for us all. War scares are disastrous to the trade of any country. While there is not likely to be any war for Austria, this panic has thrown things back into an era thought to have been gone forever. The great body of merchants in our own country must do their share to stamp out all signs of war scares. Canada to-day is peaceful, happy and prosperous. Her trade is growing by bounds. We want no panics here.

A COMPULSORY CLOSING ACT.

Early closing is a problem which confronts the retailer still in many sections of Canada. If left to themselves, the retailers can be depended upon to reach a solution satisfactory to the majority and most suitable for the particular locality. In Great Britain, however, the government has stepped in with a compulsory closing measure, known as the Shops Act. It is stated that, owing to the loose and indefinite way in which some of its provisions are drafted, this Act is likely to prove prolific in prosecutions. At any rate, it has raised a storm of protest from the retail body and has already led to some litigation.

The Act, as we understand it, provides a certain day in the week on which the stores must close early in the afternoon. Different trades and each locality seems to have a schedule of its own. Thus in one place, the grocers close on Tuesdays, the hardwaremen on Wednesdays and the drapers on Thursdays, while in a neighboring town the order may be reversed. The result of this measure, it would seem to us, would be to plunge trade into endless confusion. The traveler, for instance, would never know just how he should arrange his itinerary to escape half-holidays. He would be continually finding himself stranded in towns where the shops were closed and thus would lose much valuable time. The traveling public would suffer serious inconvenience from the same cause.

But this, after all, does not appear to be the most serious disadvantage. In many cases, it is not necessary to close the shop absolutely. Certain dealers are permitted to sell certain lines or are allowed to wait upon certain classes of people. For instance, the second schedule to the statute permits the sale on early-closing afternoons of motor-cycle and air-craft supplies and accessories to travelers, but not a word is said as to what constitutes a traveler. Under the liquor-licensing laws a traveler is defined as a person who has traversed at least three miles from the place where he slept the previous night, but no such condition is imposed by the Shops Act; and even if it were, how is a dealer in such articles as carbide, burning and lubricating oils, solution, and the multitudinous oddments which go to make up the stock of the accessory retailer, to make sure that all who enter his shop to buy such things on the weekly half-holiday are bona fide travelers or not?

The impression one gains from study of conditions which have arisen since this Act went into effect is that the measure is too complicated and cumbersome to prove successful. It is indeed difficult to take half measures in dealing with a question of this kind. The only way to put early closing on a practical basis would be to enforce the half-holiday idea strictly and to make the dates uniform in all localities.

ONIONS, A HEALTHY FOOD.

Every dealer knows that onions make one of the best foods possible for the human system. Boiled onion is a splendid purifier for the body, and can be readily eaten without harm to the weakest of stomachs. Onions, both raw and fried, are also good, but possibly a little strong for some.

A prominent Aemrican doctor give the following advine about eating onions:—"Eat plenty of them, stewed, boiled, fried or raw.

"Keep the fumes of onions continually permeating the atmosphere.

"Spread onions in the alleys' on the lawns and any other place where it might appear they would do good."

This same physician claims onions are particularly effective against smallpox, having been tested in more cities than one and found equal to the occasion.

These points suggest to retailers that a good business can be done in onions if they are properly handled. Kept in the cellar, they will be a long time moving out. But if displayed where they can be seen, they will sell themselves. Any dealer who uses space in the newspaper could easily work up a good trade in onions by referring to their medicinal qualities. A display card or two would also help.

MEASURING UP TO CAPACITY.

"Divine discontent" is one of the things embodied in the "new thought" philosophy, and may be applied to merchandising. It's a good thing to be discontented when it spurs a man on to greater endeavor. Keeping up to last year in sales is standing still, so the merchant should not be content unless his business increases. You cannot measure the value of the inspiration that comes from constantly increasing sales. And the way to bring that about is application. Dig in and do it—then keep at it.

Perhaps you as a grocer do not know as much as you should about your own business. Do you? Take an inventory of yourself and your qualifications, as well as of your merchandise, and follow out the idea by extending the investigation to your staff. Perhaps some fault of your own is preventing a healthy flow of inspiration and interest in the business to your assistants. Personal stocktaking may show you that. Perhaps you have a drone or two in your employ—it will pay you to find that out. Get the best out of yourself and see that all about you measure up to capacity.

EDITORIAL NOTES.

Good Friday comes on March 21 this year, practically the earliest possible date.

* * *

It is now 1913. We all are, of course, entitled to make the error a few times of writing it 1912.

* * *

January trade will be the better for a little polish. It can stand for being brightened up in many cases.

* * *

One of the chief duties of the dealer is to take an inventory at the end of every fiscal year. If you have no fiscal year start one now.

* * *

"Ring out the old, ring in the new," when referring to out-of-date methods is just as appropriate as when the end of a year has come.

* * *

In Philadelphia the people have been fooled by a bogus egg deal. Anybody these days is apt to swallow everything with a lower-cost-of-living tag attached.

* * *

Doctors all advise the free use of onions. As long as people do not taste them in the milk, they readily accept the doctors' advice. But the retailer must do his part.

* * *

Now that the municipal elections are over, successful aldermanic candidates from the grocery trade will have an opportunity of finding out the difficulties attached to working for the public in another capacity.

* * *

The past year has been a bright one for Canada. Her turnover is the biggest in history. May each grocer be in a position to not only say the same thing, but also that the net profit for 1912 stands at the top.

Checking Fire Losses in America

The Loss in the United States and Canada is Much Larger Than in European Countries, Owing to Legislative Laxness and Individual Carelessness—Some Appalling Figures—Methods of Prevention Outlined—Buildings Must be Properly Fireproofed and Windows Protected. .

Why is it that the fire loss in European countries is about 30 cents per head, while in the United States it is $3, and in Canada $3.07?

Why is it that Berlin's fire loss is about $200,000 a year compared to Chicago's $5,000,000, while Berlin only pays $300,000 for fire protection and Chicago pays $2,000,000?

Why does New York pay $5,000,000 for fire extinction and $18,000 for fire prevention, when the figures perhaps might be reversed?

These figures are approximately correct and the questions asked become of extreme importance, indicating as they do that there is something radically wrong with conditions in this country and the United States.

What that something is was shown by Franklin H. Wentworth, secretary of the National Fire Protection Association in the course of an address before the Manufacturers' Association at Toronto. Briefly, the excessive loss from fire in America is due to the carelessness and indifference of the people and the faulty methods of prevention arising out of this public apathy. A brief resume of some of the striking points that Mr. Wentworth made will be interesting.

The first inkling of the enormity of America's offence in the matter of fire prevention filtered into men's minds about the time that a number of men got together in Boston to carry on a campaign for the standardization of sprinkling apparatus. Prosecuting their work, they ran into a most amazing labryinth of difficulties arising out of the fact that there were no standards in the United States for anything. Wires could be put up anywhere or in any fashion. There were no rules governing the proper wiring of buildings, no regulations covering material to be used. Every building was more or less of a fire trap. Appalled at what they had found the members of the association saw that a wide field of activity lay before them—educating the American people to a sense of their danger and unpreparedness.

Mr. Wentworth told in a somewhat humorous vein of the difficulties they experienced. The people were indifferent almost to the point of being callous. Newspapers consigned the matter sent them very promptly to the waste paper basket. Finally, some newspapers have taken up the question and much good has resulted from the publicity given. Sensible ordinances are now being passed in a number of municipalities and it begins to look as though the immense yearly ravages of the fire fiend would be checked and, perhaps, in time stemmed.

A few facts quoted from Mr. Wentworth's lengthy and graphic address will serve to set forth the situation exactly as it stands to-day. The fire loss in the United States yearly has averaged $25,000,000 for the last twelve years. Brought down to fractions of time, every minute for the last twelve years has seen the destruction of property valued at $500. This has been due primarily to the fact that growth has been very rapid and natural resources have been seemingly inexhaustible In the United States and in Canada, the need of conservation has not been felt and it is only within the last few years that any suggestion of the need has been heard. It is not hard to find whole tracts of land from which the timber has been stripped, left unused without any attempt being made at reforestation.

A still greater reason has been the almost inexplicable degree to which the carelessness of private individuals has been carried. In Germany, there is one place in the household where matches are kept, and one has to go to that place to get a match. In the American or Canadian household, matches are everywhere—on the kitchen table, on mantles, on dressers, in every old coat or vest in the place. If a man cannot put his hand out anywhere in the dark and find a match, he becomes indignant and disgusted. The result is that rats gnaw them, children play with them and fires are breaking out all the time which can be traced directly to the careless handling of matches.

But this is only one evidence of the average person's carelessness in the matter of fire. Men dump hot coals against board fences, they start bonfires near their neighbors' houses, sometimes—less frequently though—near their own. They send up toy ballons which drip sparks of fire. They seize upon festive occasions as an excuse for introducing all manner of inflammable material into stores and houses. They smoke everywhere—and throw lighted matches around promiscuously and daringly.

Fire has become so common in America that it attracts no attention. In European countries, if a conflagration occurs which creates a loss running up into the hundreds of thousands, there is at once a demand to know how it came about that such a fire could occur, what were the reasons, how the possibility of similar fires should be dealt with, and so on. In America, hundred thousand dollar fires are so common that, if a man picks up a paper which does not contain word of at least two or three, he thinks the day's news dull and uninteresting. Public interest or indignation can be aroused nowadays only by a disastrous holocaust.

All Must Bear the Loss.

The most significant part of it is that the loss is borne by everyone. The tax is indirect but it is there. Manufacturers have to put a margin on the price of their goods to cover the possibility of loss by fire. When a person buys a piece of cotton, the price paid covers fire tribute to the extent of a certain percentage. When Baltimore and San Francisco were wiped out, the loss was not borne by the people of those two cities. Boston and Toronto are still paying for Baltimore and San Francisco; in the future Baltimore and San Francisco may pay for Boston and Toronto.

Statistics prove that the tribute paid per capita each year for fire losses is $3. If a collector came around on a blue Monday and demanded from the head of a family of five the sum of $15 to pay the family's share of the fire loss pater familias would be forcibly initiated into a belief of the seriousness of the matter. Nevertheless, every man is paying it just the same, year in and year out.

The Danger of High Buildings.

Big cities are increasing the danger by the building of skyscrapers. New York is no longer a city—it is a disease. Towering buildings, reaching forty and fifty storeys into the sky, are increasing the fire risk materially. What could be done if fire broke out on the fiftieth storey of one of these skyscrapers? As a fire captain once put it, nothing could be done because firemen were not trained "to fight fire in heaven." This tendency toward high buildings is one of the most dangerous elements in the situation.

And the remedy? There is but one remedy and it is gradually being recognized and applied—Prevention.

The most important phase of measures of prevention is to have buildings properly equipped against fire. A properly fire-proofed building will serve as a buckler, holding back the advance of even the most vigorous conflagrations and shielding other buildings from the flames.

New York—or any other city—could be made fireproof if the windows in all the buildings were protected. Flames cannot take hold on walls of metal, brick or concrete but they lap through the windows and catch on the woodwork within. A properly constructed building should have metal casings for the windows, standard shutters, metal screens and wire mesh for the windows. Roofs should be fire-proofed. Only by such means is it possible to secure a reasonable degree of immunity from fire. New York has become so thoroughly aroused to her danger that metal shutters are being installed at the rate of 1,000 a week.

Following items are from The Grocer of Jan. 6, 1893:—

"The people of the Maritime Provinces will save one million during the past year owing to the exceptional cheapness of flour and oatmeal, as compared with a year ago. Flour is now forty cents a barrel cheaper there than it has been at any time within the past forty years, and a dollar cheaper than in 1891."

Editorial Note.—On the Montreal market that year and date flour was quoted at $3.95 to $4.15 for winter patents. To-day it is $4.50 to $4.75.

* * *

"The annual jollification of the Dominion Commercial Travelers Association took place at the Windsor Hotel in Montreal on Thursday last, and as usual the knights of the grip-sack had a regular old-fashioned good time. Two hundred sat down, there being seven tables besides the long guest table for the big guns which ran the full length of the south side of the big hall. The committee who had charge of the dinner and may well be congratulated on its success, was:—G. W. L. Cains, the chairman, and Fred Birks, W. H. Callahan, J. W. Clark, E. H. Copeland, F. S. Cote, M. E. Davis, J. T. Dwyer, Geo. Forbes, Wm. Galbraith, F. Gormley, E. E. Guilbault, Fred Hughes, E. D. Marceau, J. H. Morin, E. G. Painchaud, Wm. Percival, John Rogers, John Taylor, L. A. Wilson, and W. H. Wadsworth, secretary."

Editorial Note.—In this week's issue is a report of this year's banquet but time has evidently wrought many changes in the personel of those travelers who attended twenty years ago.

* * *

"Cultivate a jolly disposition, and you'll not only make it pay handsomely, but you'll get lots of fun out of it. Think of an irate customer coming with a rush into your store with a grievance—real or fancied—and determined to give you a 'roasting,' and then to withdraw his trade. You've seen him no doubt. Now, how will you meet him? If you get mad he's got the best of you, because he's been mad so much longer that his anger has got his mouth into good working shape for abusiveness. But keep cool, listen to his complaint, show him you are ready to correct any error even if he's the one that made it, and get him off on to some amusing "string," and you'll have him good natured in spite of himself, and he'll leave the store laughing and determined that all the groceries his family uses, shall come from your store."

Editorial Note.—This advice of two decades ago holds good to-day. It would be a good resolution for 1913.

ASSESSMENT REDUCED 10 PER CENT.

London Merchants Get Nice Christmas Box—Population Now Over 50,000.

London, Ont., Jan. 2—(Special).—The retail merchants of London, will get a reduction of ten per cent. on their business tax owing to the annexing of Pottersburg and Ealing. Previous to the annexation which took place on the 19th ult., the population was under fifty thousand, now it is about fifty-three thousand. The reason for this reduction is due to the Assessment Act, which says that every person, carrying on the busines of a retail merchant in cities having a population of over 50,000 shall be assessed for a sum equal to 25 per cent. of the assessed value. Cities under 50,000 are assessed 35 per cent. London retail merchants came under the last named until a few days ago. It is unnecessary to say that the merchants were pleased with this Christmas box.

To FREDERICK E. ROBSON, of Frederick E. Robson & Co., manufacturers' agents, Toronto. Mr. Robson was born on January 7, 1884, in Lindsay, Ontario. He has been in the present business for eight years.

* * *

To WILLIAM LOGAN, of the Davidson & Hay, Limited, wholesale grocers, Toronto. Mr. Logan was born in Toronto on January 7, 1848. He began his business career with a wholesale millinery firm about the year 1866, remaining with them until 1870, and advancing in that time from a junior to cashier. The following two years were occupied as bookkeeper to Geo. Barker & Co., wholesale millinery, and in February, 1873, he became office manager with Fitch & Eby, wholesale grocers, on Church street. Although many changes have occurred in the ownership of this business, Mr. Logan is still with the firm. Next month he will complete 40 years of continuous service with the firm which is now Davidson & Hay.

SHOW CARDS IN OLD COUNTRY STORES.

The Grocer is in receipt of three illustrated postal cards from an old country admirer, Joshua Smith, proprietor of the Country Stores, Bull Ring, Middlewich, England. Two of these show window displays, one being an attractive trim of packages of salt, the other a stove polish display. The third card illustrates an inside display of flour. One particular noticeable feature about these displays is the profuse use of show cards, display banners and large signs.

Mr. Smith also sends a hand bill printed in two colors advertising tea. He states this has brought him good business. "Success to your paper," adds Mr. Smith, "which contains so much that is helpful to the practical grocer."

NEW BISCUIT FACTORY FOR WINNIPEG.

The Loose-Wiles Biscuit Co., of Boston, Mass., will enter the Canadian field. They will erect a building in Winnipeg, 10 stories high and with a floor area of 800,000 square feet at corner of Meadow street and Junction avenue. The outlay involved is placed at $2,000,000 for construction.

D.C.T.A. Men Around the Banquet Board

About 500 in Attendance at the Thirty-Eighth Annual Dinner —Several Prominent Politicians Give Addresses—Sidelights on the Speeches and Happenings—President J. M. Fortier in the Chair.

Montreal, Jan. 2—(Special). — The Dominion Commercial Travelers Association banquet, the 38th in its history, was held on Dec. 23rd, at Windsor Hotel, Montreal. The new president, J. M. Fortier, presided. Others at the guest table being: Hon. C. J. Doherty, Minister of Justice; Hon. J. D. Hazen, Minister of Marine and Fisheries; Hon. Louis Coderre, Secretary of State; Sir Wilfrid Laurier, Hon. G. P. Graham, C. C. Ballantyne, R. C. Wilkins, J. B Giles, J. A. Laporte, F. S. Cote, D. M. Lefebvre, W C. Murray, Wm. J. Irving, J.F.L. Dubreuil, Chas. Gurd, J. S. N. Dougall, H M. Lavine, first vice-president of the association; H. B. Ames, M.P.; Capt. Demers, Col. A. E. Labelle, F. Bouillon, C. B. Gordon, C. E. Clarke, John Patterson, Lt.-Col. Massey.

Among the speakers were Hon. C. J. Doherty, Sir Wilfrid Laurier, Hon. Geo. P. Graham, Hon. J. D. Hazen, H. B. Ames, M.P., Hon. Louis Coderre, C. C. Ballantyne, C. B. Gordon, and Col. A. E. Labelle.

BANQUETLETS.

By O. S. Johnston.

Sir Wilfrid Laurier said he traveled in years gone by for the legal profession. Wonder how many "cases" he carried.

* * *

Did the recent advance in market for Sicily filberts and Tarragona almonds curtail buying on the part of the hotel authorities? It would seem so, judging from the repeated demand from a Valleyfield gentleman who, to put everything in a nutshell, did some gentle kicking.

* * *

J. Bevans Giles, better known as "Bev." president during 1910, was presented with a handsome watch by the executive of 1910; not of course that he is ever behind time.

* * *

J. M. Fortier, of cigar fame, the new president, filled the chair admirably. A new "leaf" has been turned over in the book of presidents.

The Prime Minister (he has nothing to do with Borden's Condensed Milk) was an absentee. Had he attended he would no doubt have put the Dreadnoughts when completed at the disposal of the travelers for summer cruising.

* * *

About 500 entered the dining room. Pity the 600 was not complete, as the charge for the tables would have inspired some budding poet to put on the market "The Charge of the Trunk Brigade."

* * *

The newspaper artists wasted time sketching Laurier. Last year's cuts would have done. He has not changed any, even though he has passed the alloted three score and ten by a deuce.

* * *

The tale about the traveler who was striving hard to salt away enough coin to take unto himself a Jane, evidently pleased some of the boys aspiring to the benedict rank.

* * *

Chas. A. MacMillen, Sugars & Canners, Ltd., interpreted the menu card to those who did not know Greek.

* * *

"Awake, the dawn is upon us." This was the watchword of the evening. Some sat up till dawn.

* * *

Another speech extract (not beef extract) was "Fit yourselves, so that one day you can carry the earth on your shoulders." It's bad enough to carry heavy grips all year round, some are inclined to think.

* * *

Chase & Sanborn were strongly represented. Further indication of the strength of the coffee market at present.

* * *

Mathewson's Sons also had a good team entered. L. R. Buzzell, A. D. Fisher, E. A. McNown and Charles Wilkinson. Jas. A. Mathewson was also around but where was S. J.?

Drummers Listen to Song, Speech and Story

Annual Banquet Unites the Snack Club Once More—An Impromptu Night and Everybody Responded — President Wm. Meen Occupied the Chair.

Toronto, Jan. 2—(Special).—The good fellowship existing among the members of the Drummers' Snack Club, was again ventilated at the annual banquet at the St. Charles on the evening of Dec. 27. Table was set for some 40 and every chair was occupied. Speech, song and story gave the evening a thoroughly knight-of-the-grip character, and from the time President Wm. Meen first sounded his baton till the gathering dispersed, "all went merry as a marriage bell."

* * *

Patriotic speeches and songs were features. Acquaintances of Col. John Stoneman know his fame as an elocutionist when it comes to battle and war songs or something of an imperial character, and in his reply to the toast to "Canada," the Colonel stirred to a high pitch the feeling of loyalty to our country.

* * *

The Drummers' Snack Outing will again be held at Georgetown this year. The qualifications of this pretty town and the appreciation of its people towards the drummers' outing were enthusiastically advanced by Frank Barber and J. A. Willoughby, who had come down for the banquet.

* * *

Canada's "Manufacturing Interests," were dealt with briefly but concisely by M. P. Malone. A responsive chord was touched when Russel Smith responding to toast to "Ourselves," advocated a woman's branch to the club. Geo. Campbell suggested that entire families be brought to Georgetown. "Everybody boost," was his admonition.

* * *

Capt. W. G. Reid told of the early hardships of the Travelers' Association, and how it had been gradually nursed to sturdy manhood. His address was pleasantly punctuated by the singing of "My Wild Irish Rose," rendered in stirring style. Addresses by P. A. McIntosh, Robt. Algie, Sol. Walters and representatives of the press were also heard.

FROM THE PRESIDENT'S NOTE BOOK.

When the gathering had adjourned, one might have observed the following notes in the president's diary:—

Why should Earnie Bowles strike up "Oh you beautiful doll," when Michael Malone began his speech?

That was a good joke of Sol. Walters. Canada didn't need to send $35,000,000 to England to buy Dreadnoughts. She had now the best navy in the world—both smoking and chewing.

Robt. Algie directed the musical events using a stogie as a baton.

"Bay" Hill, of Hamilton, couldn't come. But "Bay's" wire which ended "Love you all, boys!" demonstrates that he is no specialist when it comes to affection even if he is on shoe polish.

(Continued on page 35)

Current News of the Week

Maritime Provinces.

Geo. P. Nelson, for many years a merchant in Truro, N.S., died recently at the age of 71 years.

Harris Miller's department store, Sackville, N.S., was burned to the ground recently. The stock was valued at $20,000, with insurance of $11,000. The building, which was owned by Miss Jane Estabrooks, was valued at $5,000, with insurance of $3,000. Mr. Miller has rented another building in Sackville and has already laid in a stock of groceries and other goods.

Ontario.

The general store, residence and post office of J. H. Fulton, York Mills, near Toronto, was gutted by fire recently.

W. H. Judd, senior member of W. H. Judd & Co., wholesale soap manufacturer, died on Christmas Day. He was 73 years of age.

The Knechtel Grocery Co., Stratford, Ont., in order to stimulate Christmas trade offered a pair of pocket shears and cigar cutter to every purchaser of $3 worth of Christmas goods.

Louis Joyce, general merchant, Bronte, Ont., has installed recently a new refrigerator and an automatic meat slicer. He will give more prominence in future to sale of smoked meats.

W. P. Sanderson has purchased the store of Dr. Bice, Dungannon, Ont., with its stock of wall paper and patent medicines and will add general groceries. Mr. Sanderson was formerly a Dungannon man but lately has lived in Lanes, Ont.

The directors of the Dominion Canners, Hamilton, Ont., declared at a meeting on Friday last a 6 per cent. dividend bonus payable February 1. They also decided to place the common stock on a permanent 6 per cent. basis from January 1, 1913.

The Port Perry (Ont.) council has submitted a by-law to the ratepayers of that municipality, which proposes giving a bonus of $10,000 to Mr. Stinson, of Victoria, for starting a canning factory, and the loan of a like amount for a number of years, on compliance with its further provisions.

The Ontario Commercial Travelers' Association held its annual meeting in London, Ont. The year was a most prosperous one. In addition to the legislation that has been asked for in order to obtain better hotel and traveling accommodation there have also been negotiations in connection with the Canadian Manufacturers' Association and transportation companies for the proper settlement of the question of the limitation of size of commercial and other trunks. The matter has been amicably settled in the best interests of the baggage travelers. Alf. Robinson was appointed secretary.

A Chatham, Ont., magistrate has given judgment in a case of interest to the trade. It was over the sale of a fruit store in Chatham, Scandrett Bros., of London, being the plaintiffs and Gasper Favata the defendant. The magistrate ordered that $61 should be paid to Scandrett Bros. About the time of the sale two consignments of goods were ordered from and delivered by Scandrett Bros. Favata claimed that in buying the stock the goods were included. Scandrett Bros. had never been paid for them and they took action to recover the amount of the two bills. A search warrant was secured, and the goods were found by the police. Rather than have the goods taken from the store, Favata paid into the hands of Crown Attorney Smith $61, the value of the merchandise, pending a final settlement of the case. Scandrett Bros. now get the $61.

The Commissioners of Fisheries at Ottawa have just received interesting specimens of a remarkable little fish never before found in Canada, although rare specimens have been caught in the United States and Europe. It is a small silvery fish, not unlike a small herring, but has two rows of pearl organs along the sides of the body. The fish were caught by fishermen on Grand Manan, and they are scientifically valuable and interesting. The most wonderful feature is the fact that each of the pearl organs gives out a brilliant light, similar to a small electric lamp. The fish is called the "Pearlsides" and belongs to a group of very rare fish that are luminous. Very little is known about the life history of these small fish, but scientific authorities are of the opinion that they inhabit the deepest waters of the ocean and that the light they give out enables them to procure their food and may also protect them by frightening away their enemies.

A Toronto grocer on Broadview states that he lately paid inspection fees of $2.30 on a scale in use less than three years. Included in this was a charge of 30 cents cartage for bringing the inspection instruments to his place of business. The next inspection was just five doors further on where a similar charge of 25 cents was exacted. Only a wall separated the next victim of inspection and here also cartage of 25 cents was added. He declares it is time that such unreasonable, if not unjust, charges, seemingly sanctioned by law, were removed from a long-suffering grocery trade, and paid direct by the government.

Western Canada.

C. Wallace, who has been conducting a general store at Brownlee, Sask., has disposed of his business there and removed to Moose Jaw and opened a grocery store. The new store is splendidly fitted up with some of the modern appliances.

The thirtenth annual meeting of the Northwest Commercial Travelers' Association of Canada, held at Winnipeg, was attended by a large number. The annual report given by the retiring executive committee showed that the membership is now 7,015, an increase for the year of 1,296, that the Canadian trade generally for the past year has been particularly good and that the executive committee has purchased land in Calgary and Vancouver for the purpose of the erection of clubs. It is expected that the contract for the Calgary building will be let shortly after the New Year. The financial statement shows an increase in receipts of $15,857 over last year with the total assets placed at $307,956. The officers elected for the ensuing year were: President, William Stitt; vice-president, A. McAllister; treasurer, L. C. Macintyre; secretary, Fred J. C. Cox; members of the executive committee, J. M. Scott, E. H. Lee, G. R. Bolton, J. H. J. Murphy, A. E. Wayte, W. J. Litster, Charles Holden, J. E. Holland, John Brockest, C. M. Scott, L. Nash, J. P. Minhinnick; vice-president for Alberta, J. D. McDonald; vice-president for Saskatchewan, W. C. Bell; vice-president for British Columbia, A. R. McFarlane; members of the executive, Alberta, O. S. Chapin; Saskatchewan, S. C. Burton; British Columbia, R. W. Clark.

General Review of Grocery Markets

Wholesale Trade in General Engaged in Stock-taking and Business is Naturally Dull—Sugar Market Easy—Beans Not Any Too Strong on Account of Competition—Good Sale for Syrups and Other Winter Specialties.

QUEBEC MARKETS.

POINTERS—

Sugar—Market somewhat easy.

Syrups—Selling well.

Dried Fruits—War having an effect on prices.

Montreal, Jan. 2.—With the wholesale trade, business during past 10 days has been dull, as retailers have been busy attending to sales. While January is not expected to be brisk on account of stock taking operations, all believe it will be better than last year and that 1913 will surpass 1912.

SUGAR.—Quite a good demand has been in force for past two weeks, but now that Christmas is over the market is a little duller. It looks as if the price should come down a little now as a stimulant to buying, and as a result of the increase in the number of centrals grinding cane in Cuba. Judging by the whole primary situation, the market is nearly due for a decline, but it would be foolhardy to make any definite statement, such a problem has it become.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes ,cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES AND SYRUP.—As stated previously there is nothing of great interest to report about molasses till approach of new crop. As can be readily understood fancy molasses must remain on high side. Syrup sales are good and demand is increasing all along.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molassea, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—There is no change to be recorded in prices, but the European situation is beginning to have its effects on the markets and it would not be surprising to see number of lines decidedly firm in near future, should the war cloud not clear over.

All Californian lines are dull, there being no great pressure on the market. Currants are firm in Greece, but no change has taken place here as demand is not heavy.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned..	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 10½
40-50	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07½	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

COFFEE.—Locally demand has been good and business encouraging. Interest is again being aroused in valorisation coffee, considerable excitement having been caused recently when an announcement not officially confirmed though, was made to the effect that valorisation coffees were to be liquidated.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

NUTS.—In direct contrast to the weak situation as far as imported walnuts are concerned, coast walnuts are considerably stronger and it looks as if stocks are being cleaned up quickly. The movement of the imported varieties is slow as is only natural at this time of the year, but supplies in France are reported as low, so that the market should firm up to some extent. Sicily filberts in spite of recent advances are dull but cable advices to effect that supplies in first hands are scarce, give strong undertone to the market. Pecans are not active in anyway in spite of fact that season's crop is below average. Brazil nuts may show an advance as quantities held are not heavy and greater part of large sizes may have to be cracked for future trade. Locally demand is on the light side though the New Year movement is noticeable.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 17	0 18
Walnuts, Myette Grenobles, per lb..	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb..	0 42	0 50
Almonds, 3 crown selected, per lb. ..	0 32	0 34
Almonds, 2 crown selected, per lb..	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanisb No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, balvea, brigbt	0 27	0 28
Broken	0 27	0 29

RICE.—Market is now quiet, the bulk of the seasonable business having already been transacted. The primary market prices are well maintained and it does not look as if any concessions will be made, though should an easier feeling prevail at growing centres some small decline is not out of the question.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polisbed	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS:—

Sugar—Easier.

Currants—Easier.

High-grade Teas—Firmer.

Toronto, Dec. 31.—All trade has been inclined to be dull this week. Not only are the retailers refraining from buying owing to the influence of the holiday trade, but many of the wholesale houses are engaged in stock-taking and are making little effort at sales of any kind. Although no definite conclusions have been reached as yet still there is a very general feeling not only that trade has been better during 1912 than previous years but also that the increase has been a very substantial one. General satisfaction with the year's business seems to predominate.

SUGAR.—All records for December in the past in the sugar trade have been dimmed by that made during 1912. Business kept up steadily right up to the close of the year until finally the biggest record in Canada was reached. Prospects for 1913 look very bright. The world's crop of raw sugars is heavy and prices are now low. Cheap figures will increase consumption and so a heavy trade is looked forward to. Quite a contrast exists between present conditions and those on entering 1912, when a sagging tendency prevailed. Just now, however, the market is dull and continues without special feature.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	6 15
Extra granulated, 2-lb. cartons	6 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	6 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 6-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—Market situation in syrup and molasses this week is practically without a change. The whole market has taken on a holiday aspect and little business is being carried on. Prices remain as quoted last week. While there is a tendency towards weakness in the poorer grades, higher grades still remain firm.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¾
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. eacb	1 75
Pails, 25 lbs. eacb	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	6 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Prices on most lines remain firm. Dealers look to the winter months as a period of the heaviest consumption for many years. Stocks now held are light and thus heavy buying is expected after the turn of the new year.

Currants, despite the war and interference caused by freights, have not advanced as anticipated and if anything are slightly easier this week.

Evaporated apples are at present a drug on the market. Supplies of all grades are pouring in from all sides so that now the only hope remains in export.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 60, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 10½	0 11½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10	0 08¾
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Owing to there being no sale in London either last week or this, little news has reached here with regard to the primary market. Just now the market seems much firmer unless for low grade teas. These are in little demand and are cheap chiefly because nobody seems to want them. As far as can now be judged, prospects are that prices will remain firm. The surplus of tea on the market which has been reported lately seems to apply to low grade teas more particularly and not to affect the better qualities.

COFFEE.—The primary coffee market this week shows some signs of weakness and there is even a possibility that prices will be weakened slightly. However, the situation is still very strong and prices on this market will not be affected.

Coffees coming in now are of very superior quality but only in the better grades. In the cheaper lines some are even below the standard of former years.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Spices this week are dull on account of holiday. Still a firmness in cloves continues. Otherwise things are on a par with last week.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA. — The rice situation at present is rather puzzling. While last week it was stated as rather firmer, this week brings rather an easier turn again. Tapioca remains unchanged.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 75
Rice, standard B., f.o.b., Toronto	3 83

	Per lb.	
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 06½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06½	0 07
Flake	....	0 06
Seed	0 06½	0 07

NUTS.—New nuts coming in now are demanding slightly higher prices than at same time last year, and a firmer tone is noted in the markets. It is stated that prices are now up as high as they are likely to go this season. At present prices are somewhat better than anticipated.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresb cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Cbestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS. — Still the Canadian beans give place very largely to the Austrian of which large quantities are being imported. Prices remain unchanged, competition tending to keep them low for some time yet. Little business is passing at present and the whole market is dull.

Prime beans, per bush., new	....	2 80

MANITOBA MARKETS.

POINTERS—

Beans—Decline 35 cents.
Raisins—Easier.
Currants and Dates—Firmer.
Evaporated Apples—⅜c. off.

Winnipeg, Jan. 2. — Christmas and New Year reached proportions that will sum up as satisfactory. Wholesale trade kept up well, but as most of the travelers were off the road no very great volume of business was expected. Rush orders by wire and mail, however, came in quite freely.

Collections have vastly improved during the last couple of weeks.

There are many changes of importance in prices. Beans have declined 35 cents per bushel. Pot barley is down 25 cents per sack of 98 lbs.; tapioca ½ cent. Loose muscatel and California raisins are easier, currants and dates are firmer; evaporated apples are down ⅜ cents per lb.

Fresh arrivals of French peas are on the market quoted at 10c to 17c per tin, a slight advance on last year's figures.

Weather conditions continue moderate and low fuel bills should greatly favor trade in groceries and provisions.

SUGAR.—There is no change in the sugar market. Prices are steady, demand good, supply adequate.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—Syrups are steady and are selling well at retail. Opinion varies as to prospects of a reduction but many dealers are inclined to expect such.

Corn Syrup—	
2 lb. tins, per case	2 23
8 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 52
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS. — Dried fruits are firmer but prices are still lower than in 1911. Large sized prunes are scarce and are selling at a premium in the primaries. Figs and dates are selling well. Currants and dates are both a little dearer while seeded raisins are cheaper. Evaporated apples have declined ⅜c. Green fruits with the exception of apples are not as plentiful and a better demand for dried fruits is materializing.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
90-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06⅞
80-90s, 10s, s.p.	0 07⅛
70-80s, 25s, s.p.	0 07⅝
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07⅞
50-60s, 25s, s.p.	0 08⅜
40-50s, 25s, s.p.	0 09¾
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas	0 14½
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07⅝
1-lb. package	0 08¾
2-lb. package	0 17¾

BEANS.—Decline in beans came as a matter of surprise some days ago as reports stated a short crop and probability of advancing prices. Peas are firm and unchanged.

Beans, hand-picked, per bushel	2 95
Beans, 3 lb. pickers, per bushel	2 85
Split peas, sack, 98 lbs.	4 25
Whole peas	2 90

COFFEES AND TEAS.—Coffee generally has been easier in New York. But locally the situation has no new features to report. The winter demand is good and consumption generally heavier than in the summer.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12¾
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 35 0 45

NUTS—The holiday trade in nuts has been excellent. Reports of the Texas peanut crop are that the quality of the yield is excellent but that the output will be but 200 cars as against 250 last year.

Brazil	0 13 0 14
Tarragona almonds	0 16¾
Peanuts, roasted, Jumbos	0 12½
Peanuts, choice	0 11
Pecans	0 17
Marbot walnuts	0 13½
Grenoble walnuts	0 16
Sicily filberts	0 11½
Shelled almonds	0 35
Shelled walnuts	0 29

WINNIPEG.

WINNIPEG. — Wholesale fish merchants report a good demand for all lines handled. Holland herrings have advanced 3 cents per keg. Oysters are in good demand at prices unchanged.

Fish—	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 08½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 68 0 75
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 50

NEW BRUNSWICK MARKETS.

St. John, N.B., Jan. 2.—Amount of business transacted by local dealers during the Christmas rush was a surprise to them. They did not look for nearly so much and consequently were in some cases unable to cope with it satisfactorily. Many had extra clerks employed temporarily, and had all they could do working day and evening to attend to orders received. It was beautiful shopping weather, and great crowds thronged the city. Progressive dealers who stocked heavily in holiday lines feel content to-day for they sold out entirely. There was a constant demand for all articles of necessity in making the Christmas dinner a success, and a promising sale for candies, fruits, ornaments, etc.

The market remained unaffected by business transacted. There were few changes of interest, a slight difference taking place in provisions which market became a little easier in tone. Flour, sugar, and other staples remained without change. The call for poultry was well responded to and the sale was far better than in other years. Turkeys were plentiful and brought about 27 and 28 cents. Eggs are none too plentiful, and higher prices may be looked for, and the same may be said regarding butter.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	2 85
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	5 00
Cornmeal, bags	....	1 55
Cornmeal, bbls.	....	3 25
Eggs, hennery	0 45	0 50
Eggs, case	0 35	0 40
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 50
Oatmeal, std.	....	6 05
Pork, domestic mess	25 75	26 00
Pork, American clear	26 00	28 50
Potatoes, barrel	1 75	2 00
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

CANNED GOODS.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	1 00
2's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67½
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears, Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½

2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

CONDITION OF BEAN MARKET.

Canadian Prices About Export—Competition From California and the Continent.

Chatham, Ont., Jan. 2—(Special).—According to a local bean man, the bean market in Canada is higher than that in the United States. In New York State and Michigan, farmers are receiving less for beans than farmers in Kent and Essex counties, where the great bulk of our beans are produced. Usually the United States market is higher than ours.

This change is represented to be due to natural causes, the production in the States having increased to catch up pretty well with the demand while production in Western Ontario has kept about stationary. As a result demand here is rather ahead of supply leading to Canadian market going above export value.

Another point mentioned by this firm was that our market opened so high last fall that Ontario beans were unable to compete any too successfully in the Western Canadian province with California beans. There is too, competition in beans from Austria, whose beans are now being sold in most provinces. In view of this not many Canadian beans are being sold in British Columbia and Alberta. The greater part of their sale is confined to Ontario and Eastern Canada.

The crop in Ontario was not the best from a quality standpoint so that cost of preparing good beans for the market is here again increased.

DOMINION CANNERS' STOCK.

Dividend of 6 Per Cent. Declared on Common Stock—Promises in Prospectus of 1910 Fulfilled.

Hamilton, Jan. 2.—In April, 1910, the Dominion Bond Co. placed on the market a prospectus dealing with the stock of Dominion Canners, Ltd., which firm had been organized the preceding winter, the Canadian Canners taking in several independent factories. Judging from results Dominion Canners has complied with the terms of the prospectus.

At a directors' meeting in Hamilton on Friday last a dividend of 6 per cent. was declared on the common stock. It was also decided to place the common stock on a permanent 6 per cent. basis from January 1, 1913.

Under the conditions of the stock issue of 1910, preferred stock put on the market carried with it a bonus of 25 per cent. of common stock. In placing on the market an issue of the 7 per cent. preferred the Dominion Bond Co. in their prospectus, while promising no dividend, submitted an estimate which showed net earnings of $163,000 after providing for bond interest and preferred dividends as well as bank and depreciation charges. At the end of April last the actual earnings exceeded the $163,000. After providing for bond interest, preferred dividends and $50,000 for addition to the insurance reserve, the net profits were $161,118. In respect of actual earnings, the promises held out to the purchasers of the preferred stock with the bonus of common have materialized.

A business which has its basis in field crops, subject to the hazards of unfavorable weather, cannot of course foresee what is to come.

Comment has at times been made on the fact that a dividend has not been previously paid on common stock, but probably the management have pursued the wisest course in waiting until a substantial reserve fund has been provided for. This has resulted in the company's decision to place the common stock on a permanent 6 per cent. basis.

MR. APPLETON JOINS POST.

This week Mr. John Appleton, who for the last ten years has been financial editor of the Manitoba Free Press, and was admittedly the best-informed newspaper man on financial and commercial affairs in Western Canada, joins the editorial staff of The Financial Post.

The Post has always given much attention to the West, and Mr. Appleton's appointment is assurance that, to say the least, no change in that policy is in contemplation.

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TRADE NOTES.

T. B. Greening of Thos. B. Greening & Co., coffee importers, Toronto, is in New Pork this week on business.

W. S. Greening, of Pure Gold Mfg. Co., Toronto, is taking a business trip through Kansas City and Winnipeg this week.

John Fraser & Son, for twelve years in business in Barrie, Ont., has sold his store stock and dwelling to S. G. S. Anderson.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

TRAVELERS' TREASURER.

Editor Canadian Grocer.—Will you kindly let me have the name and address of the treasurer of the Commercial Travelers' Association of Canada?

Niagara Falls, Ont. M. G.

Editorial Note.—The treasurer of the C.T.A. is E. Fielding, 34 Yonge St., Toronto.

* * *

Editor Canadian Grocer. — Will you kindly give us the names and addresses of some weekly or monthly grocery papers published in London, England?

ORILLIA MERCHANT.

Editorial Note.—"The Grocer" is a weekly and "Grocery" a monthly paper published in London.

DRUMMERS LISTEN TO SONG, SPEECH AND STORY.

(Concluded from page 30)

Frank Barber must have had a musical engagement at the Mossop as well. His music roll was there.

Talking shop is foreign to such a function but the main story of Mr. Wallace, the fireless cooker man, involved a question of heat.

It was an impromptu night, so the best in everybody came out. "The Apology to O'Reilly," by Sol. Walters, was no exception.

Vive-President Charley Smye was absent. Although small in stature, his absence was greatly missed.

The gathering dispersed at nearly midnight to meet again in the good old summer time at Georgetown.

* * *

TRAVELERS' OFFICERS.

Toronto, Jan. 2.—The Commercial Travelers' Association of Canada, held its annual meeting here last week. The treasurer's statement showed that the business of 1912 had enabled them to carry $56,258.34 to the permanent reserve and $29,383.60 to surplus allotment.

It was announced that a mail vote had resulted in the election of the following members to the Board of Management for Toronto, 1913: President, S. M. Sterling; First Vice-President, James G. Cane; Second Vice-President, George W. More; Treasurer, E. Fielding; and nine directors, viz., Alex. Cook, Charles Duncan, John Everett, R. G. Hector, Walter Moore, A. C. Rogers, C. J. Silver, W. H. Scott, C. J. Tuthill.

Holiday Trade in Fruit Quite Active

Wholesalers Report Splendid Business Generally—New Goods from the South Arriving, Among Them Asparagus—Mandarine, a New Orange, on the Market—All Staples Selling Well.

Christmas trade from the standpoint of the wholesale dealer has been very satisfactory and stocks have been well cleaned out. Especially is this true of oranges, which took better than ever this year. Packing houses have now been closed down for a week. Upon their reopening at the first of the week, a brisk business is expected as a lot of orders demanding prompt shipment have already been placed.

This week mandarines have been introduced into the Canadian market for the first time. These come chiefly from Italy and Sicily. Several boxes were sent over along with a shipment of lemons, more as an experiment to see in what condition they could be laid down here than anything else. Having been carefully wrapped and packed, all arrived here sound and in good order. Both in looks and taste the mandarine strongly resembles the tangerine, for which there has been a rapidly increasing demand of late. The mandarine is very juicy and makes a very palatable orange.

Consumption of lemons is remarkably good for season—so good that it seems difficult to find a reason strong enough to account for it. Bookings for primary are already heavy.

Some more California celery is on the market this week. Cold weather in California, however, has stopped the cutting so that no more is now expected for a week or ten days.

MONTREAL.

FRUITS.—Holiday trade was active and steady repeat business has taken place. Some wholesalers have had a record season and are surprised that pretty stiff prices prevailing for certain lines have not interfered with sales. Oranges are firm at present while cranberries are getting a little on the easy side.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75

VEGETABLES.—Potatoes are beginning to firm up, as a result of shorter supplies coming forward, but no advance is expected as there is every reason to believe that there are enough to fill current requirements. Carrots are not so plentiful but no change has taken place in this case either.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Wax beans, in bampers	....	4 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes, hotbouse, lb.	....	0 25
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—Movement in all green fruits for the holiday trade has been excellent and shows a very marked advance over former years. Demand for grapefruit keeps heavy owing to the quality this year being so fine and prices quite within reason. Sicily bitters for making marmalade are now on the road and should arrive in a couple of weeks' time.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bbl.	....	2 25
Greenings, No. 2, per bbl.	....	3 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 25
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	11 00	12 00
Cranberries, crate	3 25	3 75
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	3 50
Kumquots, per quart	....	0 25
Lemons, Messina	2 75	3 50
Oranges, Florida, case	3 00	3 25
Navels, per case	2 75	3 50
Mexican oranges, per box	....	2 25
Pineapples, per case	4 00	4 50
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90
Tangerines, per strap	5 50	5 75

VEGETABLES.—Still a dullness prevails on the vegetable market with little sign of change till after the first week of the new year.

French endives are now on the market—the first of the season—and are selling at $5 a basket.

Asparagus has also been brought in but just as a treat for the new year. Prices quoted are $4.50 for a dozen bunches. Quality is good and even better than expected at this season.

Potatoes this week are very quiet and few are being offered. Locally dealers are finding some difficulty in handling potatoes this winter on account of the extra demurrage charges. At present there is little inducement to get in more than one carload at a time or to import greater supplies than immediate demand warrants.

Beets, per bag	0 65	0 75
Carrots, per bag	....	0 75
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	....	5 50
Cucumbers, Boston, hot bouse, doz.	....	2 00
Lettuce, doz. bunches	0 25	0 30
Lettuce, Boston heads, bamper	....	3 25
Musbrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	....	2 50
Canadian onions, 75 lb. bag	0 85	1 25
Potatoes, Ontario, per bag	1 00	1 10
Potatoes, New Brunswick	1 10	1 15
Parsnips, per bag	....	0 75
Turnips, per bag	0 50	0 60
Tomatoes, hothouse, per lb.	....	0 28
Sweet potatoes, bamper	....	1 50
Cauliflower, per case	....	4 25

WINNIPEG.

GREEN FRUITS AND VEGETABLES.—Trade in fruits and vegetables was active during holidays. Grapes and cranberries are a little dearer, Ontario apples easier. There are a good many lines of imported fresh vegetables on the market.

Frozen cranberries	....	10 00
Malaga grapes, kegs	8 00	9 00
Navel oranges, case	3 75	4 00
Bananaa, per bunch	2 50	3 50
California lemons, crate	....	7 50
Washington apples	1 50	2 25
Ontario tomatoes	....	0 75
Ontario apples	4 50	5 50
Cranberries	....	13 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Pears	....	4 00
Japanese oranges, box	0 65	0 85
Valencia onions	....	2 00
Sauerkraut, lb,	....	0 04
Potatoes—		
Potatoes, per busbel	....	0 40
Carload lots	....	0 35
Jersey sweet potatoes, barrel	....	6 50

Fall Wheat Crop in Danger From Frost

No Snow Yet and Should Heavy Frost Come Before It Much Would Be Winter Killed—Mill Feed Firming Again After Recent Decline—Cereals Have Up to Present Sold Well.

Mill feeds still occupy the most prominent place in the markets this week so far as changes in price are concerned. Demand for all lines is stiffening considerably. Farmers who up to present time have been feeding their coarse grains have now finished these and are being compelled to buy. As yet demand from this cause is not great but a few weeks' time will see it greatly increased.

Then again supplies of mill feeds in the Eastern States have run low and there is every reason to expect that within the next week or ten days dealers on this side of the line will commence shipping there to meet the demand. If conditions continue as now anticipated an advance in the price of all mill feeds but especially bran may be expected. At present prices are much lower than at the same time a year ago.

Still some nervousness is being felt about the winter wheat crops which as yet have no snow covering to protect them from frosts. No severe frost has come yet but should there be much of a drop in temperature before more snow comes serious damage would result.

This condition together with the fresh war scare has done much to stiffen the wheat market in Chicago and yesterday the close was nervous at figures varying from a shade decline to ½c. net gain. Increased estimates of the Argentine export surplus previous to the renewed war scare had done much to drop the prices and wipe out the gain expected on account of light world shipments.

MONTREAL.

FLOUR.—Wheat at American and Canadian centres has been firming up lately, and in sympathy the flour market has become considerably stronger. It is only natural that market, all the same, should be quiet, as the trade made ample allowances for holiday trade. But stocks in jobbers' hands, judging from various reports, cannot be heavy, so that millers look for renewed activity shortly.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags		4 90
Manitoba strong bakers, in bags		4 70
Manitoba second, in bags		4 30

ROLLED OATS.—Buyers are evidently well enough supplied for present needs as demand is slow at prices previously quoted. The amount of business doing is not heavy but an improvement is anticipated. Cornmeal on the other hand is steady in spite of expected easiness.

Fine oatmeal, single bag lots	2 53
Standard oatmeal, single bag lots	2 53
Granulated oatmeal, single bag lots.....	2 53
Rolled oats, 90 lbs, sack, jute, 25 bags to car lots	2 20
Rolled oats, jute bags, 90-lb. single bag lots	2 30
Rolled oats, cotton bags, 90-lb. single bag lots	2 25
Rolled oats, barrels	4 65
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Bolted cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—The market here remains practically dead on account of holiday influences. Wheat has stiffened in Chicago on account of statements received from Europe to the effect that Russia had resumed the massing of troops on her southeastern frontier. It is not now expected that this will have much effect on the flour market, however.

Manitoba Wheat.		
1st patent, in car lots, per bbl.....		5 30
2nd patents, in car lots, per bbl.....		4 80
Strong bakers, in car lots, per bbl.....		4 60
Feed flour, in car lots, per ton	30 00	32 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption...	4 55	4 85
Straight roller, domestic consumption...	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—The cereal market is altogether of a holiday character. Business, however, has been satisfactory and much better for season than was anticipated. All mills are still oversold in cornmeal and quite a brisk business is passing in all other cereals as well. One firm states that it is altogether out of some lines of package goods and has to turn down orders for immediate delivery.

Rolled oats, small lots, 90 lb. sacks....		2 30
Rolled oats, 25 bags to car lots		2 20
Standard and granulated oatmeal, 98-lb. sk., small lots		2 43
Rolled wheat, small lots, 100-lb. bbls....		2 85
Rolled wheat, 5 barrel to car lots.....		2 75
Cornmeal, 98 lb. bags, 25 bag lots.....		2 00
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Although a decided drop was announced in prices of mill feed last week the market is again stiffening. Not only is local demand becoming much greater on account of farmers having used up most of their coarse grains but supplies in Eastern States are becoming scarce and there is every chance of shipments being made from here to meet demand. If this takes place, as it likely will in a week or ten days, bran will be selling so quickly no person will be able to get under cover and consequently prices will likely advance about $2 per ton. Even now one local dealer is asking $1 more than prices quoted below on shorts and middlings. Prices most popularly quoted, however, remain unchanged.

Bran, in car lots, per ton		20 00
Shorts, in car lots, per ton		23 00
Middlings		25 00

WINNIPEG.

FLOUR AND CEREALS. — Rolled oats have had decline. Flour prices steady. Domestic trade good, export dull.

Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	1 90
Granulated oatmeal	2 70
Cornmeal, 98 lbs.	2 20

I. Moore, Toronto representative of the Quaker Oats Co., spent the holidays at Peterborough.

The Maple Leaf Milling Co. have closed the contract for installing machinery in the new part of their mill at Port Colborne, Ont. When this is in running order the capacity of the mill will then be 9,000 barrels per day or double present capacity. All installations are to be completed by June 1, 1913.

Strength Exists in Many Fish Markets

Halibut Takes Advance and Western White Fish are Scarce—Smelts a Little Easier But Salmon Likely to go up—Good Seasonable Demand and Prospects for Winter's Trade are Bright.

Fish trade during the past week has been a little dull after the rush just before Christmas, but is still remarkably good for season, many orders still being placed. The weather has been such as to hinder fishermen greatly and consequently supplies are not quite as large as usual this week.

As anticipated halibut have already advanced a cent a pound. No change in salmon has as yet taken place but outlook for holding present prices is very dismal, and an early advance is expected.

Practically no western white fish are now on the market. During the season for catching these there was no ice on which the fishermen could get out to reach the fishing beds. So that while white fish have been more especially affected all western lake fish will be very scarce.

So far as quantity is concerned, the oyster crop is still holding up well, and shows no weakness so far. Quality, too, continues good. Business, although a little easier during past week, is even better than expected.

Considerable uneasiness still continues with regard to the future for oysters and dealers are following the weather maps closely. "It's just a little too quiet to be comfortable," said one man this week.

QUEBEC.

MONTREAL. — Market has been lively all along, but dealers seem to be now slacking off in orders. Still there are a number of religious festivals ahead and these all make for good fish trade. Wholesalers report that a growing number of grocers are getting interested in sea foods and there is every reason why they should too.

FRESH AND FROZEN.

Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	...	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fisb	....	2 00
Mullets	0 04½	0 05
Pike, dressed and beadless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullbeads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefisb	....	0 15
Fancy weakfisb	....	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50 8 00
Salt eels, per lb.	0 06
Salt sardines, bbls.	6 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 76
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	15 00 17 00
Labrador salmon, half bbls.	8 00 9 00
Sea trout, half bbls.	12 50

SMOKED.

Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fisb	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.	1 90
Bulk standards, gal., $1.40; selects	1 60

ONTARIO.

TORONTO.—Halibut have advanced here during past week and are now quoted at 11-12 cents. Visible supply in these is far short of demand and in New York prices run as high as 12 cents. Smelts are rather easier this week and have dropped to 10 cents. Ciscoes per basket are moving out at $1; a special brand put up in pound packages, however, are bringing 10 cents a pound.

The advance in salmon anticipated last week has not taken place yet but is expected any time now. Supplies are very scarce and with a heavy demand there is every prospect for an early increase in price.

FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea berring, per 100	2 00	2 50

FRESH CAUGHT FISH.

Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 06	0 06
Percb	....	0 07

SMOKED.

Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 11
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25

PREPARED.

Sbredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Labrador berring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottisb herring, Locb Fyne, per kit	....	1 10
Holland berring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straigbt, 1 gal. lots	....	1 76
Straights, 3 gal. lots	....	1 70
Straigbts, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
No. 1, per lb.	....	0 10

NEW BRUNSWICK.

ST. JOHN. — Bad weather and the coming of Christmas interfered with work of the fishermen during the past week and consequently supply of fish was somewhat broken in market towards week-end. Western halibut is now arriving from British Columbia and meeting with ready sale, at 15 cents. The local stocks of halibut will be missing for some time, as none are now being caught in these waters. Some Newfoundland herring are now being looked for by the trade this week and should help out in the fish supply considerably. The run of smelt has fallen off to quite an extent about the harbor front, and North Shore is being looked to make up deficiency. Few cod or haddock were received during the past week, while the supply of pickled and smoked fish was up to the average.

Produce & Provisions

Holidays Affect Provision Business

Wholesalers Find Trade Hanging a Little Heavily but This Condition Will Soon Pass—Butter Stocks Reported a Little Larger Than Last Year—Good Business Done in Poultry.

The whole market has taken on a holiday aspect, and little business is being done. Perhaps, of all, the butter market is most interesting just now. Stocks are reported as slightly larger than last year but dealers are all quite hopeful as to the future. In the Eastern provinces offerings have been rather light of late, while in Ontario supplies have been coming forward a little better than during the past few weeks. Throughout the West rather a remarkable feature is noticeable. Imports are being made from both coatss. Calgary, it is said, received New Zealand butter recently both from Vancouver and Montreal. Supplies in the West are said to be well up and much better than at this time last year.

Slight hesitation is expressed by holders at present time when asked for quotations on butter and quantities for sale. Evidently they have now reached the conclusion that this is a time to get busy and sell when opportunity arises.

Fresh eggs are now beginning to come in in larger quantities from all over Ontario and prices are considerably easier than a week ago. In the East receipts from the country are still reported as unusually light and as high as 55 cents a dozen is being asked. Latest advices from large American centres state that the markets there are unsettled and irregular. Chicago is still full of storage and these are pulling down the market. Mild weather too is said to have a weakening effect. On the whole prospects in the egg market are not of the brightest.

Demand for provisions has been pretty good for season and with the revival of business after the holiday a brisk demand is expected. Smoked meats are beginning even now to command good sales and salt meats are moving fairly well.

During the past two weeks a very brisk business has been done in poultry but now stocks are practically all cleaned up and business drawing to a close for another season.

MONTREAL.

PROVISIONS.—A large volume of business was transacted during past fortnight but this week things have come to a standstill, so to speak, but this state of affairs does not indicate any easiness, for on the contrary a steady feeling prevails for all lines. The demand for dressed hogs is fair with prices firm.

Long clear bacon, heavy, lb.		0 14
Long clear bacon, light, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14¾
Large sizes, 20 to 28 lbs., per lb.		0 16½
Medium sizes, 15 to 19 lbs., per lb.		0 17
Extra small sizes, 10 to 14 lbs., per lb.		0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 17
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 19
Breakfast bacon, English, boneless, per lb.		0 19½
Windsor bacon, skinned, backs, per lb.		0 22½
Spiced roll bacon, boneless, short, per lb.		0 16½
Boiled ham, small, skinned, boneless		0 25½
Hogs, live, per cwt.	....	8 60
Hogs, dress, per cwt.	12 60	12 75
Pure Lard—		
Boxes, 60 lbs. net, per lb.		0 15¾
Cases, tins, each 10 lbs., per lb.		0 16¼
Cases, tins, each 6 lbs., per lb.		0 16⅜
Cases, tins, each 3 lbs., per lb.		0 16½
Pails, wood, 20 lbs. net, per lb.		0 16
Pails, tin, 20 lbs. gross, per lb.		0 15½
Tubs, 60 lbs. net, per lb.		0 15½
Tierces, 375 lbs., per lb.		0 15¼
One pound bricks		0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10⅝
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 10½
Tubs, 50 lbs. net, per lb.		0 10¼
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks		0 10¾
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 00
Canada short cut back pork, bbl., 45-55 pieces.		27 00
Heavy short cut clear pork, bbl.		25 00
Clear fat backs	28 00	29 00
Heavy flank pork, bbl.		26 50
Dry Salt Meats—		
Green bacon, flanks, lb.		0 14
Plate beef, barrel	17 00	18 00

BUTTER.—Pretty much the same local conditions prevail. Buyers seem to be well enough supplied for present consumption, so that things should remain inactive for some little time, unless some heavy orders come along from the West.

Creamery blocks	....	0 32½
Dairy tubs, lb.	0 26	0 28

EGGS.—Supplies coming forward are short, the total last week falling 2,549 cases behind corresponding period of last year, and 929 cases behind week previous of this year. Thus, it can easily be seen why prices are so strongly maintained. An active business is passing locally.

New laid eggs, per doz.	0 45	0 50
Selects	....	0 32
No. 1's	....	0 28

HONEY.—A slight improvement is noticeable in this market, owing to some large orders having been placed by manufacturers. On the whole, though, business is unsatisfactory.

White clover boney, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 12¾
Buckwheat, 60-lb. tins, lb.	0 10	0 11

TORONTO.

PROVISIONS.—There is very little movement in the provision market at present. After the opening of the new year, when the effect of the holiday is entirely worked off, a brisker movement is expected.

Lard this week is rather easier and a decline of ¼c. per pound has taken place.

Hams, too, are rather easier, though no price change has as yet been effected.

Few live hogs are being offered just now and as a result this market is quiet. Prices have taken two advances since last week and are now quoted at $8.35 and $8.00 for live and from $12.00 to $12.50 for dressed.

Smoked Meats—		
Light hams, per lb.	0 16½	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14	0 14¾
Lard, pails, per lb.	0 14⅜	0 15
Lard, compounds, per lb., tierces	0 09¼	0 09¾
Live hogs, local	8 35	8 40
Live hogs, at country points	....	8 00
Dressed hogs	12 00	12 50

BUTTER.—There is still quite an easy feeling in the butter market here. No change in price has taken place and it is hard to state at present whether an advance or decline is most likely to follow. Just now holders are disposed to sell at market prices and have now come to the conclusion that this is the time of the year to get busy and sell.

Plenty of fresh rolls and prints are coming in. Quality in these is only average, many possessing a feedy or stably flavor but no worse than is expected at this season.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 29

Dairy prints, choice	0 26	0 28
Dairy solids	0 23	0 25

EGGS.—"Eggs are very sick. I wish they looked as good as butter," said one man this week sizing up the situation. Cold storage and fresh gathered are practically demoralized. All kinds of prices are being asked on these but generally prices are decidedly easier. Strictly new laids are coming in at such a rate that 50c. won't hold and prices have dropped to 40—45c.

Eggs—		
Strictly new laid, per doz.	0 40	0 45
Storage, per doz.	0 25	0 29
Pickled, per doz.	0 25	0 26

CHEESE.—A good firm feeling is being felt in cheese this week. No advance in price has taken place but the feeling is much stronger. Quality is now getting to be pretty good, most of the late makes having been worked off the market.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 18

POULTRY.—With poultry now it is simply a matter of cleaning up the market. Prices remain unchanged. Dealers have very low stocks on hand and are not anxious to buy more. One dealer had some chickens in on Monday which brought 18c. a pound. These were of exceptionally fine quality, however, and weighed 6 pounds each or 12 to 13 pounds per pair.

A great deal of the poultry coming in now is frozen. Little fresh is being offered.

POULTRY (prices paid to country merchants):	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Roosters	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 10	0 12—0 13

WHOLESALE PRICES (to city dealers).		
Spring chickens, dressed, lb.	0 12	0 18
Spring ducks, dressed, lb.	0 14	0 16
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

HONEY.—Little change is noted in the honey market. Just now prices are too high to cause it to move freely. Offerings are light but what is coming in is of finest quality.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 65
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12¼
Clover boney, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 13
Buckwheat, 60-lb. tins, lb.	0 10½

WINNIPEG.

PRODUCE AND PROVISIONS.—Ontario cheese is quoted at an advance of ½ cent, creamery butter is about 2 cents up and storage eggs have declined 2 cents. There are no changes in lard and cured meats.

Lard, tierces		0 14¾
3 lb. tins, cases		9 35
5 lb. tins, cases		9 30
10 lb. tins, cases		9 20
20 lb. pails, cases		3 05
50 lb. tubs		7 50
1 lb. bricks		0 15
Cured Meats—		
Hams	0 15½	0 18½
Long clear		0 15½
Short clear		0 15¼
Shoulders		0 14¼
Bacon	0 20	0 22½

Cheese—		
Ontario, large		0 15½
Ontario, twins		0 15¾
Manitoba large		0 14
Manitoba twins		0 14½

Butter—		
Creamery	0 35	0 37
Dairy	0 29	0 30
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, shortage		0 24

The Philadelphia Egg Deal Ventilated

Facts Brought to Light Show That Householders' League Has Been Duped—There Were Others Further Behind the Project —Wanted to Unload Surplus Stock at Profit—League Going to Pieces.

In the last two issues The Grocer has referred editorially to the Housekeepers' League of Philadelphia, Pa., doing a philanthropic stunt by selling eggs at 24 cents to help the poor people and break an alleged corner in eggs.

Philadelphia newspapers made much of the idea at first, but with one or two exceptions, they have come to see behind the scenes and now they know just who it is that is backing the project It has proven to be, according to despatches, a foxy game on the part of certain holders and speculators of eggs to unload on the public at a profit, under the guise of philanthrophy, storage eggs so poor as to be unsaleable to the regular grocery trade.

The Backers of the Scheme.

The prime movers in the scheme—eliminating the women of the Housekeepers' League, who were simply dupes—were two well-known egg men, one a discharged food inspector, and a prominent provision company, whose heads are under several indictments in the Federal and State courts for selling rotten eggs as food.

One of them was recently well shown up when the Dairy and Food Department dismissed him, and so was the provision company. These are the angels who have been handling the boon of cheap eggs to the Philadelphia poor.

Women are Backing Out.

The eggs which this little handful of credulous women have been duped into selling are summer eggs, very badly candled and sometimes not candled at all, containing rots and spots and the best of them shrunken and poor. The baking trade is all they are fit for, and nobody except some of the crooks implicated in the scheme have appraised them as worth more than 17 cents. The chance is that the leader and his confederates got them for even less than that, and the difference has been profit. The women didn't get it—they gave their time and labor for nothing, in the belief that everybody else did the same.

The revelation of the truth has caused great dissaffection among the members of the League, some of whom have resigned and publicly repudiated the whole thing.

Eggs Spoiled the Baking.

No better revelation of the quality of the eggs is at hand than the following letter written to the League by a consumer (William Rossman), who trustingly spent 48 cents for two dozen eggs "exactly like those the grocery stores were getting 40 cents for":—

Having read so much about the noble work of the Housekeepers' League against the Egg Trust, I went to a store on Filbert street, where I noticed signs in the window, "Housekeepers' League Eggs, 24 Cents Per Dozen," because I could not find their stand on the City Hall plaza, and asked for two dozen of the League's eggs.

My wife used eight of them for cakes and spoiled them, because of the taste of bad eggs; she told me that they smelled when she opened them.

I told her to try one for my breakfast this morning, but the smell of it gave me enough, and she opened another one, which smelled also, indicating that it was not fit to be used.

If the eggs are all like that, I feel sorry for those that bought them, and if I have been given eggs from the store where I saw the sign instead of Housekeepers' League eggs, something should be done, that they would not have a chance to sell their products, which ought to be destroyed, instead of forcing it onto the public.

I am simply out 48 cents, besides the other material which my wife had spoiled, and the store is rid of eggs that are not fit to be used.

If you wish me to, I will bring the balance of the two dozen (fourteen eggs) to you and let you examine them and tell me whether they are eggs fit to be sold.

This is about what The Grocer expected. Now that the facts are known and the alleged egg trust is still unbroken, Philadelphia people will again have to go back to the retail grocer whose trade has been greatly injured.

Ridgways TEA

ANNOUNCEMENT

Ridgways TEA

We desire to announce to our Canadian friends in the Wholesale and Retail Grocery Trade that we have just concluded arrangements whereby the

MacLaren Imperial Cheese Co., Ltd., Toronto

have been appointed the exclusive representatives for **RIDGWAYS PACKAGE TEAS** for the entire Provinces of Ontario and Nova Scotia.

We bespeak for this most excellent firm your hearty co-operation in supplying the steadily increasing demand for Ridgways Teas.

RIDGWAYS INCORPORATED

Proprietors of

"H.M.B" (Her Majesty's Blend)
"5 O'CLOCK TEA"
"OLD COUNTRY" TEA
"CAPITAL HOUSEHOLD" TEA

All Packed and Blended by RIDGWAYS LIMITED, LONDON, ENGLAND

Largest Sale of HIGH GRADE Teas in THE WORLD

Ridgways TEA

Ridgways TEA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour, per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, b'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 60
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss. ..	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ...	4 50

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

Every Day There is Fresh Evidence of the

Greatness of the West

The vastness of its agricultural resources is just beginning to be realized. Are you desirous of taking advantage of them, of sharing in the boundless wealth and prosperity of the people?

Manufacturers, shippers and jobbers of Great Britain, Eastern Canada and elsewhere may do so by writing us. We point the way and introduce your goods. If satisfactory, we will be pleased to act as your representatives.

We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY.

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Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

HOUSEWIVES' FAVORITE

WHITE DOVE
Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey
MONTREAL, QUE.

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.
Owen Sound, Ontario

Make 1913 a St. Nicholas Year It will pay you

J. J. McCABE
Agent
Toronto, - Canada
FRANC TRACUZZI, Packer
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DON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

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FULL FRESH STOCKS OF

Frozen and Salted Fish

Start now that the weather is cold and make your January Profits worth while.

OYSTERS, HADDIES, BLOATERS, KIPPERS,
NEW LAKE SUPERIOR FROZEN HERRINGS
In 100 lb. Bags.
HALIBUT, QUALLA SALMON,
HOLLAND HERRINGS, SEA TROUT
in Kegs.

The best of Everything in FISH

WHITE & CO., LTD.

Happy New Year Toronto

Extra Fancy California Celery

The quality is exceptionally good—fine, well-bleached stock, absolutely free from rust. Put up in crates containing 4, 5, 6, 6½, 7, 7½, 8 doz. per crate.

Order some to-day.

Oranges, Bananas,
Grape Fruit, Grapes,
Cranberries

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and NORTH BAY
Established 1861

Elgin Brand

Meats, Lard and Pork Products

also

Creamery Butter

We are the exclusive distributors for "West Magdala Creamery Butter," and one trial will convince you it's the best on the market. We also handle Eggs which are specially selected and carefully handled for the trade.
There is no question about our line of Canadian Cheese.
We want your order.
Ask for a Post Card Order Book.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Makes the muscle

Makes the man

10c MEADOW-SWEET 10c

The cheese that is selling to-day.

SARATOGA CHIP POTATOES

Something to specialize with Potatoes with added nourishment. Chipped and cooked in pure olive oil, thus combining the nourishing properties of the gluten and olive.

Neat package. Good profit.

The Meadow-Sweet Cheese Co.
MONTREAL

Are You Satisfied

with the equipment in your store—your Coffee Mill, Scales, Spice, Tea, and Coffee Bins, etc. We are agents for the renowned Henry Troemmer Mills, Scales, etc., and can equip your store at the lowest possible cost.

Get our quotations and prices—estimates and catalog gladly sent on request.

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By getting the best equipments possible to facilitate business.

Give Better Service

See our Computing Scales, Cash Carriers, Meat Cutters, Cheese Cutters, Show Cases, Wall Cases, Fruit Stands, etc.

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Get our prices on Credit Systems, Safes, Cash Registers, etc.

Everything in the Fixture Line

Canadian Scale & Fixture Co.

SHERBROOKE, QUEBEC

BROOMS OF QUALITY

always cost a little more than the other kind, ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.

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A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

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COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers **HAMILTON, ONT.**

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

WESTERN Incorporated 1851 ASSURANCE COMPANY

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - $3,000,000.00

Losses Paid Since Organization of the Company, over - $55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

INCORPORATED A.D. 1833.

HEAD OFFICE, TORONTO

(FIRE INSURANCE)

BOARD OF DIRECTORS:

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President. Robert Bickerdike, M.P., W. R. MeMikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C., LL.D., Sir Henry M. Pellatt, E. R. Wood.

W. B. MEIKLE, GENERAL MANAGER.

Assets over - - - - - - - - - - $ 2,000,000.00
Losses paid since organization over - - - 35,000,000.00

WORLD RENOWNED
C.F. St.&C°
BRAND STUHR.

STUHR'S

GENUINE CAVIARE, ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

Sold by all High-Class Provision Dealers.

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

Read any Advertisement of

MAPLEINE

And you'll see why you can safely recommend it.

Order of your jobber, or

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.

Mason & Hickey, 283 Stanley St. Winnipeg Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

Aunt Em'ly Looks Back

"Times have changed. Nobody can have better times than we used to have, but I must say folks nowadays have better things to eat and less work preparing them. Think of making up a

JELL-O

dessert in a minute! I tell Helen and the girls it seems like play."

The Jell-O idea has enchanted woman generally, for not only are Jell-O desserts produced as if by magic, but they are as delicious as dishes that require an hour for making.

Needless to say the grocer whose stock is made up chiefly of goods that are popular with women, is the successful grocer.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

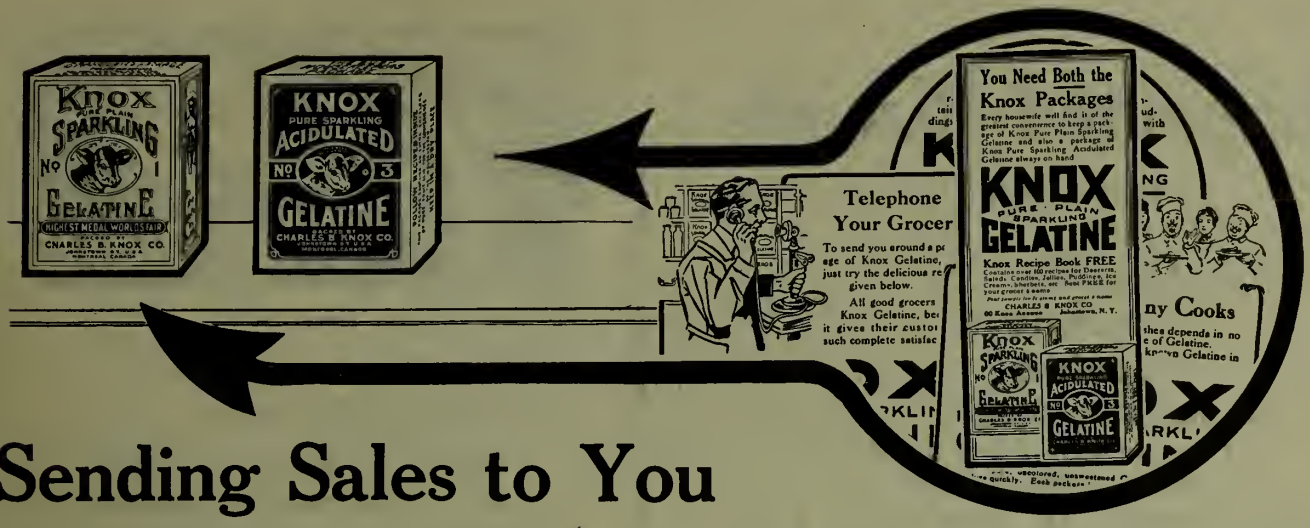
LEITCH ANCHOR BRAND OAK LAKE

Holidays

Users of ANCHOR BRAND FLOUR always enjoy an outing, because they do not fear return to HOME DUTIES; its quality invites work and makes BAKING DAY a pleasure. 12

Anchor Brand Flour

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba.



Sending Sales to You

Look at our advertising in the magazines and see how we're making **KNOX GELATINE** sell faster every day. All our advertising for this season includes mention of our **ACIDULATED GELATINE** and tells the housewife what a convenient package it is —two envelopes of gelatine, and an extra envelope of concentrated lemon juice in each package—two full quarts of jelly, including flavor in a convenient form, for 15 cents. This form of advertising is increasing sales of **KNOX PLAIN SPARKLING GELATINE,** as well as **KNOX ACIDULATED GELATINE,** and the profit you can make on the resulting large number of sales is a good reason to

"make KNOX your gelatine leader"

CHARLES B. KNOX COMPANY, JOHNSTOWN, N.Y.

BRANCH FACTORY - MONTREAL, CANADA

KING (BRAND) JAM

Led in 1912
Will Lead in 1913

because it is well known amongst the best of dealers everywhere, as the very best of its kind.

Every possible care is taken in its manufacture, only the best of fruits being used, and it has the body that good jams ought to have.

Start off the New Year with an order of "King."

Labrecque & Pellerin, Montreal

AGENTS:

J. J. Gilmor & Co., Winnipeg
The Harry Horne Co., Toronto. J. Hunter White, St. John, N.B.

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality —only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case..$4.20
Banner Condensed Milk, 4 doz. in case...$5.00

J. Malcolm & Son, St. George, Ont.

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:
Ontario and Quebec:
W. G. PATRICK & CO., Ltd., York Street, TORONTO
Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.

5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

CANADIAN AGENTS:
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN
National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington Street, E. Toronto
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver

IN THE GOODS and IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited
General Agent
23 Water Street, St. John, N.B.

PATERSON'S
WORCESTERSHIRE
SAUCE

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for deliciousness, profitableness and quick selling.

ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec. Ontario, Manitoba and the Northwest: F. K. Warren, Halifax, N. S. J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

MADE IN CANADA

STERLING Pickles, Catsup, Flavors, Chows, Etc.

Are S**T**ERLING In quality, purity and deliciousness being

Made by a ST**E**RLING process in a modern factory

Known for its STE**R**LING cleanliness and sanitation

Purest ingredients, STER**L**ING selected and the

Choicest of fruits make STERL**I**NG products

Most popular with customers and STERLI**N**G lines

Indispensable as an increaser of the dealer's STERLIN**G**

THE
T. A. Lytle Co.
LIMITED
Sterling Road, Toronto, Can.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada Buffalo, U.S.A.

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

MISCELLANEOUS

TO MANUFACTURERS — HIGHLY QUALIfied agents representing first class houses, with city office staff of reliable representatives covering country, is open to negotiate with good house for sole agency, Great Britain. Thorough knowledge of advertising and up-to-date methods; results guaranteed if good article. Only really first-class houses who desire to open up trade with best wholesale and retail grocers throughout the country entertained. Reply Box 3126, care of Black's Advertising Agency, 9-15 Oxford St., London, England.

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

HOW TO ORGANIZE A CO-OPERATIVE delivery company—The superintendent of the Fremont Central Delivery Co., of Fremont, Ohio, has had so many inquiries about their Central Delivery System that he has put the complete details of how to organize and operate successfully such a system in book form, with copy of by-laws and cuts of printed forms. This book is full of just what you should know about a system that will save you money and worry and make you satisfied customers. It will be sent to you post-paid upon receipt of $2.00. Address H. E. Burgoon, Fremont, O.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices $3, $6, $10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

The

Condensed Ad.

page

will interest you

TANGLE-FOOT FLY PAPER

The only Sanitary and Non-Poisonous Fly Destroyer.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers, kindly mention having seen the ad. in this paper.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lanorale, P.Q.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

A want ad. in this paper will bring replies from all parts of Canada.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the smal affairs and incidents of daily life.

TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge. London, Eng.

GRATTAN & CO., LTD.
ESTD. 1825
THE ORIGINAL MAKERS OF BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Ple IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

SWEEPING POWDER In Bulk only
"NO-DUST"
The strong disinfectant with pleasant refreshing odor.
NO-DUST MFG. CO.
8 Market St., St. John, N.B.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers, kindly mention having seen the ad. in this paper.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

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Box 1036, Regina
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Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

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EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

Eastern Manufacturers Limited
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Cover Northern Sasbatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represeut you in this large and growing territory.

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Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

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Manufacturers' Agents and Importers
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ONTARIO—Continued.

NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903
Offers for prompt shipment in wholesale lots
1912 Crop: White Beans, Split Peas, Evaporated Apples, Split Lentils

Leading Brokers in Canada for Evaporated Apples
Wire or write us for Prices.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
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W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

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67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

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Established 1886.

Manufacturers' Agents and Brokers' Directory

(Continued.)

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C. E. CREIGHTON & SON
Brokers and Commission Merchants
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ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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Can give strict attention to a few first-class Grocery Agencies. Highest References.

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Manufacturers' Agent and Commission Merchant.
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Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor
We can quote BETTER PRICES than you are NOW PAYING
Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON
Manufacturing Chemist
86 FULTON ST., - NEW YORK

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

A Promissory Note Is Better Than A "Book Account"

When you let a man "run an account" he has your goods and YOU HAVE NOTHING, except YOUR account of his indebtedness. When you use

ALLISON Coupon Books

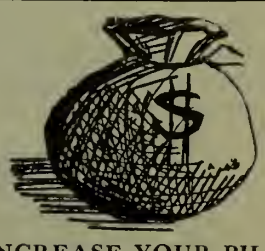
you START with his PROMISSORY NOTE, and HE starts with the understanding that you mean business. Allison Coupon Books save thousands of dollars a year for merchants like you.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10.00 — no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By The Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.



INCREASE YOUR PILE

by diminishing your book debts. Too much credit is bad and puts a premium on bad accounts.

WE CAN GET BACK YOUR MONEY

If you will only authorize us to do so. Can collect anywhere. Our organization is big enough.

Special Forms Will be Mailed You on Request.

The Nagle Mercantile Agency
WESTMOUNT, QUE.

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Clean-Sweep Your Locality in Business for Sweeping-Compounds by Selling the Original and Leader
SOCLEAN

Soclean absolutely lays dust, cleans carpets, kills moths, disinfects and saves labor all round. There will be big Soclean business—be sure you get some.

SOCLEAN LIMITED
"The Originators of Dustless Sweeping"
TORONTO

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Tea Hints For Retailers
By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
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Is it Wise to Place an Importation Order?
Bulk versus Package Teas
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(275 pages) (24 full-page Illustrations)
Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

TEA BARGAINS

Every line undermentioned is of the highest quality. Our word is sufficient guarantee, you know that.

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From 18 to 50c, in 5, 30, 40, 80 and 90 lb. boxes.

Fannings and Siftings, from 10c to 15c, in 70 and 80 lbs.

CEYLON and INDIAN Black Teas.

From 23 to 42c, in 50 and 90 lb. boxes, and in 5, 30 and 50 lb. sealed tins.

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From 15 to 25c, in 80 lb. boxes.

CHINA TEAS

Imperial Pea Leaf Pin Head

From 15 to 37½c, in 30 and 45 lb. boxes.

YOUNG HYSON

From 15 to 18 cents, in 30 and 45 lb. boxes.

BE SURE Victoria and Princess Louise **JAPAN TEAS** Packed in 5, 30, 80 and 90 lb. boxes. **NONE BETTER.** **YOU GET**

Always in Stock

Package Teas:
"SALADA," "LIPTON,"
"TAMILKANDE" Brands

Ask for "SOLEIL" Petits Pois and "F. LECOURT" Mushrooms.

Laporte, Martin & Cie., Limitee

568 St. Paul Street Montreal

BELL TELEPHONE, MAIN 3766
Exchange connecting all departments

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PEARLINE

JAMES PYLE & SONS

Announce to the trade the following prices in effect January 1, 1913:

36's Large - $3.50 per case

5 Case Lots $3.40

100's Small - $3.80 per case

5 Case Lots $3.70

The price of the 36s has been reduced in order that the large size may be sold at the popular price of two for 25c.

ROSE & LAFLAMME, Ltd., Montreal and Toronto

Selling Agents for the Provinces of Quebec and Ontario

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

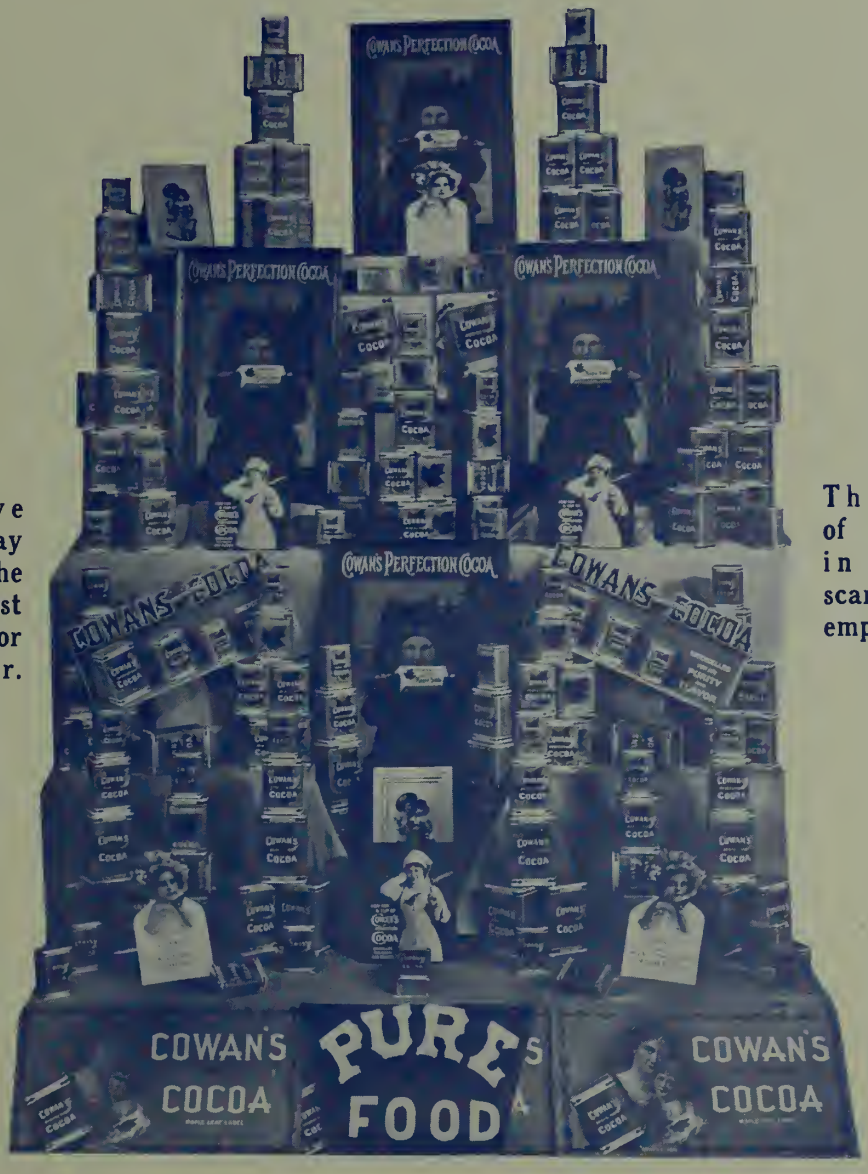
¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

SEASONABLE SUGGESTION FOR WINDOW DISPLAY

An attractive window display is certainly the best and cheapest advertisement for any retailer.



The importance of the window in any store scarcely needs emphasizing.

Seasonable Specialty Displays of leading products, are undoubtedly the most effective means of drawing the public eye.

THE COWAN CO., Limited

TORONTO ONTARIO

Five Roses Flour

Not Bleached Not Blended

The capacity of the
FIVE ROSES mills has now
been increased from

10,500

barrels per diem

to

11,500

Draw your own conclusions

THIS IS THE 1,309th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JANUARY 10, 1913 No. 2

FACTS WHEN YOU WANT THEM

You can have, at a moment's notice, an accurate, up-to-the-minute statement of the important items of your business if you use

THE NATIONAL OFFICE REGISTER

This machine makes printed records of office transactions, and adds and classifies what it prints.

It compels a correct entry, furnishes information and protection on monies handled and records kept, and at the same time an immediate personal audit of any or all departments of the business.

It saves time, labor and expense, and simplifies office system. Can be built to meet your particular requirements.

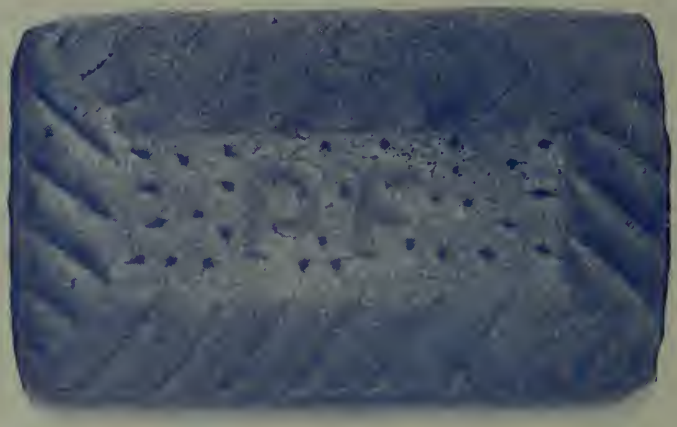
The National Cash Register Company

285 Yonge Street, Toronto Canadian Factory, Toronto

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S SHORTCAKE



PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

"Canned by Griffin & Skelley"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation — you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by the name "Griffin & Skelley," and you'll be absolutely safe.

Sterilized Prunes

Griffin & Skelley pack **only** Sterilized Prunes — Sterilized with hot steam — Not dipped — No abnormal shrinkage — No living animal matter—No bacteria or germs—when "Sterilized" in this way.

The Best Only

Always the Best

Griffin & Skelley's Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples — fruits of recognized canned excellence. By the name "Griffin & Skelley," you shall know these products as safe canned fruits to buy and sell.

We sell only the best of its kind

Arthur P. Tippet & Co.

AGENTS

MONTREAL TORONTO

Hamilton, January 6th, 1913

RIO COFFEE—20c per pound in bag lots and over, Standard quality, net cash.

VALENCIA RAISINS—Finest Selected, good sound fruit, at 7½c per pound. We have only 50 boxes left at price mentioned.

CURRANTS—We are still filling orders for dry cleaned Filiatra Currants in half cases, at 6½c per pound.

CANNED SALMON—We want to reduce our stock of 1912 pack, and quote as follows:—
Red Sock Eye Salmon, 1 pound tall tins, at $2.62½ per dozen; extra good quality and popular brand.
Cohoe Salmon, 1 pound tall tins, very attractive label, and Standard quality, at $2.12½ per dozen.
Pink Salmon, 1 pound tall tins, $1.00 per dozen.

DOMESTIC SARDINES—In Oil, ¼ pound tins, 100 tins to the case, at $2.75 per case.

DATES—In original boxes, at 4¼c per pound.

COCOANUT—Extra choice quality, Shredded, in barrel lots, at 15c per pound. We have only a few barrels left at price quoted.

ROLLED AND PACKAGE OATS—We have made contracts for 3 carloads, which we want to dispose of within the next 3 months, and are taking orders for Rolled Oats, in bags, at $2.25 per bag, freight prepaid in 5 bag lots and over, or could be included with Package Oats.

PREMIUM PACKAGE OATS—Quality guaranteed, 20 large packages to the case, to retail at 25c per package, $4.00 per case, less 5 per cent., making net price $3.80 per case, Freight prepaid in 5 case lots and over.

CORN MEAL—Standard quality, in bag lots, $2.00 per bag.

The above quotations are F.O.B. Hamilton, unless otherwise specified.

Do not forget our liberal discounts to cash buyers.

We can ship goods advertised promptly.

Orders per mail and telephone receive special attention.

R. SIMPSON & CO.

Wholesale Grocers and Importers of Teas, Coffees, Spices

29-31 Charles St., Hamilton, Ont.

BORDEN'S

Milk Products

The Food of Millions

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(The Original)

(Unsweetened)

NO matter what your trade may be—that of the poor man or the millionaire, the demand for **Gail Borden's Milk Products** is the same. The poor man uses it because of its handiness and keeping tendencies, while the rich use it for its genuine full cream flavor and its superior quality.

There is an all-year-round demand for **Borden's Eagle Brand Condensed Milk, St. Charles Evaporated Milk,** and **Reindeer Coffee.** You cannot make a mistake if you carry a full line of Borden's milk products. You take no chance whatever.

Borden Milk Co., Limited

"LEADERS OF QUALITY"

Montreal

Branch Office:—No. 2 Arcade Building, Vancouver

A Few Moments Between Nature And The Table

From the time nature ceases to become the life of the fruit until a delicious dessert is hermetically sealed in cans and jars ready to be served at the table of the consumer, only a few moments lapse. The reason for the superfine flavor and quality of

E.D.S. Jams Jellies Preserves

is therefore quite apparent.
Fruits that lie around for hours and sometimes days, lose their natural flavor which no amount of skilled treatment can repair. E.D.S. fruits are preserved on our own farm by expert canners. Try E.D.S., the widely advertised and popular brand.

Made only by

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal: MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

You'll make better profits on

"NUT-LARD"

than on the lines that it substitutes

This is a delicious substitute for pork lard, oils, butter or any kind of grease used for cooking or baking purposes. You know that the profit on some of these lines is particularly small, and very often the sale of butter is unsatisfactory to yourself and expensive for the housewife, biscuit and confectionery makers.

"Nut-Lard" is a delicate vegetable product (100 p.c. pure fat) taken from the cocoanut. It is cheap and works more satisfactorily than any other lard, butter or oil, as well as being more digestible.

The profits are good. The saving to your patrons is large. Write to-day for prices.

Manufactured by

ROCCA, TASSY & DeROUX

MARSEILLES, FRANCE

Dominion Agent

J. Russell Murray

MONTREAL

Ask the oldest persons you know what they think of Baked Beans as a diet

—then let them try "Simcoe"

You'll see the smile of genuine satisfaction if you never saw it before.

THE FAMILY SIZE TIN
"A Larger Tin at a Smaller Price"

DOMINION CANNERS LIMITED

HAMILTON : : CANADA

Our Business is Ever Increasing

In 1911, our sales for

October, November,
December, footed up $1,066,389.05

In 1912, they have been as follows:

October, $464,966.57
November 426,322.45
December 376,821.89 $1,268,110.91

Increase $201,721.86

Hudon, Hebert & Cie,
Limited

MONTREAL

Established A.D. 1839

The Most Liberally Managed Firm in Canada

Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE

The one outstanding feature of CLARK'S is the

QUALITY

and QUALITY is indisputably the all-important need in the food of the nation.

Our people to-day are alive to the necessity of PURITY and QUALITY in their diet and that is one reason why your sales of CLARK'S PORK and BEANS are always heavy.

The people know from long experience that they are pure and dependable, for the name CLARK'S is always a guarantee that they are prepared only from the BEST.

Don't lose sight of the fact that QUALITY TELLS.

WM. CLARK, - MONTREAL

Hold a Bottle In Your Hand

One top-notch retail salesman, we know, attracts the housewife's attention to Shirriff's True Vanilla by taking a bottle and holding it in his hand. Then with his pencil, he points to the words:

Shirriff's True Vanilla

"Notice the words, *True Vanilla,* Madam," he says. He then goes on to explain to her their meaning, telling her that Shirriff's True Vanilla is the real extract of Mexican Vanilla beans, and not a chemical imitation. He asks her if she wouldn't like her cakes, puddings and sauces to have the real Vanilla flavor, which is far more delicious than any imitation flavor. He winds up by telling her how Shirriff's True Vanilla excels in strength and how many cakes one bottle will flavor. He rarely fails to make the sale.

Upon request we will send you a list of selling points that have proved successful in promoting the retail sale of Shirriff's True Vanilla.

Imperial Extract Company, Toronto

CANADA

Keep a Good Stock

of Edwards' Soup this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good—they sell often because they are needed in the kitchen almost every day.

There's already a large sale for Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to

DISTRIBUTORS:
W. G. PATRICK & CO., Toronto and Vancouver.
WM. H. DUNN, Montreal.
ESCOTT & HARMER, Winnipeg.

Edwards' Desiccated Soups are made in three varieties—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

Small's

Original Maple Butter A.D. 1894

Cre-mo

A recently organized syrup concern, perhaps to gain notoriety, has seen fit to send private letters to the jobbing trade and others, warning them against handling goods from us bearing the words "Maple Butter," and thereby avoid being mixed up with any litigation, stating that it was their property, they being first to use the words Maple Butter. Now, as our business connections extend to nearly every hamlet in Canada, America, and a good part of Europe, and while letter apparently was not taken seriously by those acquainted with the author, nevertheless it has caused us considerable correspondence and annoyance, therefore we have taken legal procedure against parties for damages, and take this medium to inform the trade in general that the words Maple Butter on maple products is public property, used by farmers in certain communities in Canada for past generations. We were first, however, to use extensively the words Maple Butter, as early as the latter part of last century, and have continued to use the words Maple Butter ever since. The words Maple Butter appear on all our price lists up to and including the 20th edition of 1911. However, for the benefit of any who possibly are strangers to us, or harbor any doubts, we produce the above facsimile of a photo of our maple exhibits in the old wood dairy building, Ottawa, photographed by E. Reardon, Ottawa, in the month of September, 1898.

Would also take this occasion to advise any whom it may concern, that the design of a Maple Leaf on maple sugar or syrup is our property, registered at the department 1891, and has been exclusively used and jealously protected by us ever since. However, we notice that the concern referred to above have been recently selling a few cases of syrup, on which they have used the leaf. It is not our intention to confiscate these goods, and in so doing annoy parties who unfortunately purchased same in good faith previous to this date, but have taken legal procedure against parties who pack these goods, and will hold same entirely responsible. Infringement of our brands in recent years have become common occurrances, particularly from Mushroom concerns.

Grocerymen, do you grasp the moral? **Goods of merit only are imitated.**

Small's Maple Leaf Brand is the product of specialists of long standing, and has merited larger sales in 1912 than hundreds of other brands combined, and has also repeatedly captured highest awards the world over. Favorably commended by all users, and recommended by Lord Strathcona to the English trade. However, not on past reputation, but on the streugth of the present quality and price do we seek continued patronage, and, remember, **Small's Maple Leaf Brands** cost but little if any more than the imitations. **Through jobbers only.** Stock carried for convenience of jobbers by **Nicholson & Bain, Winnipeg,** and all their branches throughout the West; stock also carried by **Standard Brokerage Company,** Vancouver; **MacLaren Imperial Cheese Company,** Toronto; **C. E. Plain & Co.,** Ottawa; **L. N. Duche & Son,** Manchester England, and New York.

Canada Maple Exchange Limited

MONTREAL

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

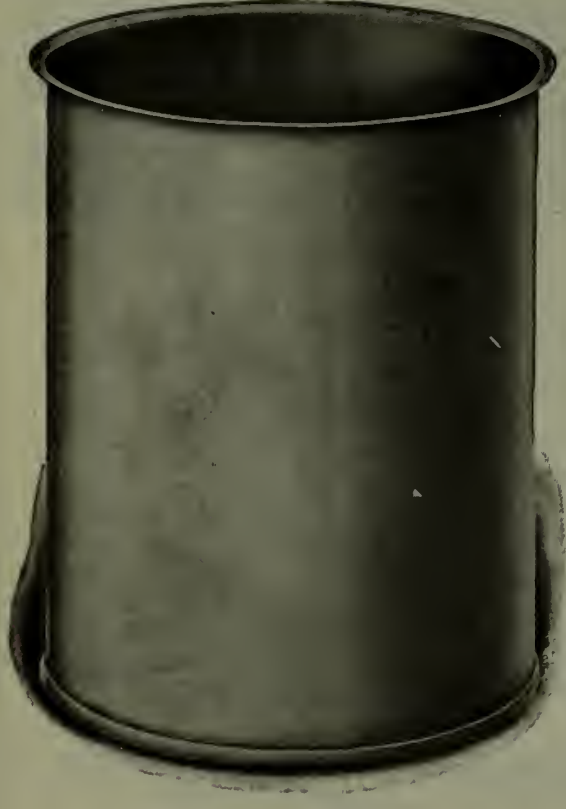
Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

TWO CENTS PER WORD

You can talk across the continent for two cents per word : : : with a Want Ad. in this paper. : : :



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

HARGREAVES (CANADA LIMITED)

33 FRONT ST. E. .:. TORONTO

THE Canadian business of Hargreaves Bros. & Co., Ltd., of Hull, Eng., has been transferred to a new Company, who have opened an Office and Warehouse at the above address. Ample stocks of the four specialties, whose popularity in the Dominion has been so strikingly evident during the last year or two, OCEAN BLUE, GIPSY STOVE GLOSS, LINOLEO (Floor Wax), and GLOSSO METAL POLISH, will be carried. Orders and enquiries by post will receive instant attention at the new address.

To commemorate the birth of this, the first Colonial Company of Hargreaves Bros. & Co., Ltd., of Hull, Eng., we are

GIVING AWAY

absolutely free of charge, and mailed free, to any grocer in **Canada** who will write for it on his billhead.

A 1913 POCKET DIARY

This leather bound, beautifully printed, British production contains A FREE INSURANCE COUPON of great value, also much instructive information relating to **Canada**. It fits snugly in the Waistcoat Pocket and will soon be an indispensable necessity and a valued companion to every up-to-date Grocer.

Get our New Year Gift NOW—our supply is **not** unlimited.

HARGREAVES (CANADA) LIMITED

33 FRONT ST. E. .:. .:. TORONTO

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

We also make electric meat choppers and a full line of hand and power coffee mills.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.
London, Ontario

Western Selling Agents:
Mason & Hickey, Winnipeg

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON

We have pleasure in notifying the trade that our Western Agents, Tees & Persse Limited, carry a full line of our well known Brands of Macaroni, Spaghetti, Vermicelli,

Hirondelle

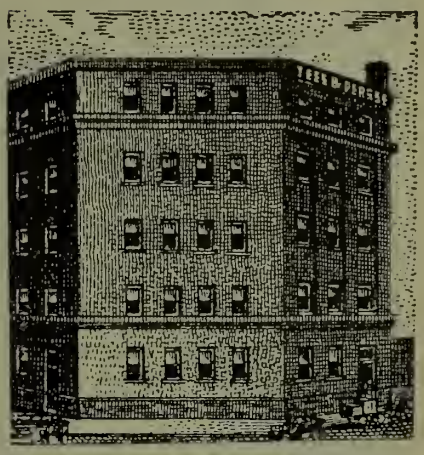
Marguerite

Catelli

and will be glad to fill all jobbers' orders promptly.

La Cie. C. H. Catelli, Limitee
Montreal, Quebec

"From the Great Lakes to the Rockies."



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

Parowax

(Pure, Refined Paraffine)

Parowax is needed by every woman

who wants her clothes to come out of the wash clean, white and in good condition.

Added to the soap in the boiler, it does away with all the destructive, tiring rubbing on the washboard.

The woman who has once tried Parowax refuses to be without it.

Parowax is also used for sealing jellies, preserves, etc.

Put up in pound and half-pound cartons—20, 40 and 100 cartons in a case.

The Imperial Oil Company Limited — Heat Light Power Lubrication

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

CENTURY SALT

Why Not Sell It?

Century is a real good Salt. The crystals are as pure as can be distilled. Every process through which Century Salt must pass is superintended with greatest care.

Why not sell GOOD salt? It costs no more than other kinds.

We ship promptly.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

TRADE MARK
KEYSTONE BRAND
REGISTERED

JUBILEE and KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.
Ask for latest price list.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO
CANADA

PURE **RELIABLE**

DWIGHT'S
BAKING SODA

Have no hesitation

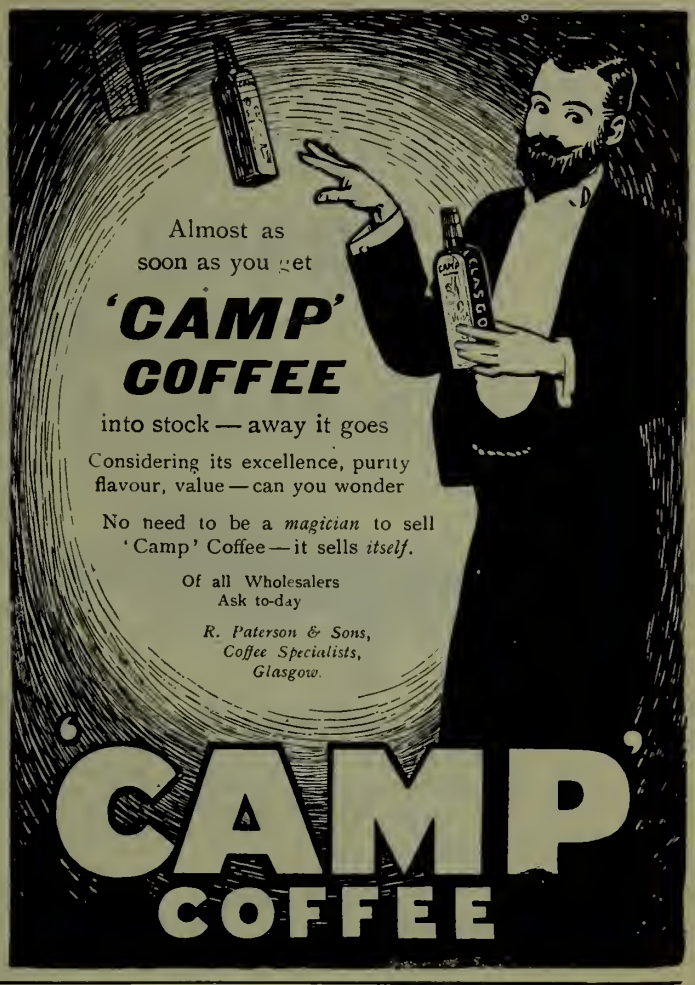
in stocking and recommending

"COW BRAND"
BAKING SODA

It is noted for its strength, purity and reliability, and is a market favorite with the cook.

See to your stocks. *Order from your jobber.*

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL


Almost as
soon as you get
'CAMP'
COFFEE
into stock — away it goes
Considering its excellence, purity flavour, value — can you wonder
No need to be a *magician* to sell 'Camp' Coffee — it sells *itself*.
Of all Wholesalers
Ask to-day
R. Paterson & Sons, Coffee Specialists, Glasgow.
'CAMP'
COFFEE

What's the Matter

with your sales of Macaroni? Are they low? If so, we can put them up. Are you stocking goods which give complete satisfaction?

"Hirondelle Brand"
(SWALLOW BRAND)

is just what you want, and the price is right. Gives you a good profit and does not weigh heavily on the housewife's purse.

"Hirondelle Brand" Sells

Get it and you'll see why.

The C. H. Catelli
Company, Limited.
MONTREAL, CANADA

They Simply Can't Resist

trying a jar of the delicious Cairns' Scotch Jams, Jellies and Marmalades when they see a display of these temptingly delicious, pure fruit products. The first sale is followed by repeats. Cairns' products sell on sight.

APPRECIATED BY ROYALTY

We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons
Paisley, Scotland
Canadian Agents:
Snowdon & Ebbitt
Montreal

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**

THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN . . . N. B.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co, Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

The consumption of sugar is increasing and the prospects for a large business in 1913 are bright. We hope that you will secure your share of the increased business and prosperity in Canada this coming year. And if you use

St. Lawrence Granulated

you will help to increase your trade in sugars.

Your Success Is Our Success

If your business prospers and you have many calls for the goods you handle you will buy large quantities.

L. & B. Banner Brand JAMS and JELLIES

the product we manufacture, has proven a wonderful seller during the past year. The dealer is assured of a good profit, and the customer gets quality and value—the points that make sales and are all found in these delicious fruit products.
Make L. & B. Banner Brand Jams and Jellies a feature during 1913 and you will come out ahead.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., - Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg - - - Manitoba

Laurentia Milk

And Its Flavors

Laurentia Milk has a rich, creamy, slightly heated flavor, distinctly its own, which is the result of the smashing and complete mixing of the cream globules and the other solids with the liquids, and the heating of the milk when sterilized.

This is another important advantage for Laurentia Milk, as continued use with almost everyone developes a greater fondness for it than he or she previously had for ordinary milk, while many people have a decided preference for it from the start. Naturally the palate is bound to prefer whatever agrees most perfectly with digestion.

LAURENTIA MILK IS THE MILK FOR THE PEOPLE.

LAURENTIA MILK IS THE MILK THAT EVERY DEALER SHOULD HANDLE.

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760

HAS A PERFECT FLAVOR

IS THE CHOICE OF ALL

Best and Best for you

EPPS
SINCE 1839
COCOA & CHOCOLATES

Chocolates for Every Taste

Epps Chocolates are made in an endless variety of styles and flavors—a variety to suit every palate. The purity of the cocoa and other ingredients used in the manufacture of these Chocolates ensures perfection. They are the best for you—the best for your trade. Epps Cocoa has a perfect flavor, and is the choice of all.

Canadian Agents
F. E. ROBSON CO.
25 Front St. E. TORONTO

The Value of a Name

in selling goods to the public has few better examples than in

Redpath

Extra Granulated SUGAR

For over half a century the name "REDPATH" has stood for the best sugar in Canada, and consequently the best seller. Now it stands also for the cleanest, handiest, most up-to-date way of marketing it—the new

2 and 5 pound Sealed Cartons

These packages, bearing the name "REDPATH," are the livest sugar proposition in Canada to-day. Are you making the most of them?

The Canada Sugar Refining Co.
MONTREAL LIMITED

To the Wholesale Trade:

RANGOON BEANS

We can offer the very highest quality in any quantity. **Substantial repeat orders placed by leading houses** prove conclusively that as cookers and boilers the **Rangoon** is now the equal of the best.

SPLIT PEAS

Quality of these also beyond dispute. We have imported good quantities to Canadian market, and buyers, without exception, are well satisfied, judging by steadily increasing demand.

N.B.—All shipments are inspected at Liverpool by our house there, thus guaranteeing quality of anything offered.

West India Co., Limited
MONTREAL

Ask Your Wholesaler for this package

Wake Up

and sell the match that every consumer finds a delight in using.

Don't you know it? **Dominion** by name, perfection in quality, No broken sticks.

Dominion Match Co., Limited
Deseronto, Ontario

AGENTS:
The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

Purer than the Law Demands —Contains No Alum.

W.D.McLAREN, Limited
Montreal

FISH-$$$

TIME WILL TELL

that dollars from Fish are easily made. Dealers who desire to make the most profits during this year should not overlook the trade and profits that the fish trade will make. To make the most profit you must handle the best fish, and to handle the best fish you must stock our brands.

Canada Brand Pure Boneless Cod

Tasty and appetizing, to say nothing of its nutritious value.

Make Out a Trial Order.

BONELESS FISH.

Canada Tablet	20 1 lb. Tablets
Canada Crate	12 2 lb. Boxes
Canada Strip	30 lb. Boxes, Whole Strips
Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand	25 lbs. Bulk
Cod Bits	25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds	100 lb. Boxes
Eastern Fifties	50 lb. Boxes

Haddies, Kippers, Bloaters,

OCEAN BRAND

Fillets - - - - - - - **Boutilier's**

In short, we can supply any line, so don't be in doubt.

The North Atlantic Fisheries

LIMITED
MONTREAL

We have only a few lines remaining of Second, Third, and Fourth Crop Japan Teas of Last Season.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers **HAMILTON, ONT.**

Stock on Hand That Won't Sell

There are many products, fads and non-staples which the dealer is induced to stock which turn out to be unsaleable.
It pays to be judicious in buying and stocking of new lines. The old **original** stand-bys are the lines that always sell, pay good profit and give complete satisfaction to the consumer.
Soclean is the old reliable, **original**, and satisfaction-giving sweeping compound.
Soclean absolutely lays dust, kills moths, saves dusting, etc. **Soclean** is a staple. **Soclean** is a good seller. Put up in pails to retail at 25c, 40c, and 75c per pail.

SOCLEAN LIMITED
"The originators of Dustless Sweeping"
TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"
"Regal," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

A Solid Fence of Chests of Tea Nine Miles Long

The increased consumption of **"SALADA"** during 1912 over 1911 amounted to **1,223,437 pounds.** The increase in 1911 over 1910 amounted to **1,090,589 pounds.**

This means that **"SALADA"** sales have increased in 1912 over 1910

2,314,026 Pounds

In other words, our increase in two years amounted to 23,140 chests (each of 100 pounds). This is equivalent to one-fourteenth of all the tea that enters Canada in a year, and this is our increase alone in two years. Surely this must prove to any reasonable man that we are giving great service to the Tea drinker.

No trade could possibly grow at the rate "SALADA" has for TWENTY-ONE years if it was not serving the public with what the public wants—GOOD TEA.

"SALADA"
41 Eastcheap, LONDON, E.C.

"SALADA"
TORONTO and MONTREAL

"SALADA"
198 W. Broadway, NEW YORK

Offices also in—BOSTON, BUFFALO, CHICAGO, DETROIT, PITTSBURG, PHILADELPHIA

The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL, 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

Holding Your Customers

Depends on your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

no other Corn Syrup will do. Your customers want it simply because it is **Crown Brand**—the purest and finest Corn Syrup obtainable.

Clear as strained honey—delicious in flavor—Crown Brand Corn Syrup is used and appreciated i na majority of homes throughout Canada.

There is a national demand for it — because housewives know that Crown Brand is the ideal Table Syrup — unequalled for culinary purposes, and a wholesome and nourishing food for children—profitable for you to handle.

The Demand Is There—You Simply Have To Supply It.

The Canada Starch Co., Limited

Manufacturers of EDWARDSBURG Brands

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

A Retail Failure Nipped in the Bud

Merchant Had Neglected the Annual Inventory and Was Miscalculating His Profits—Auditor Called in and Set Things Right—Now a Successful Dealer—Suggestion on Taking Inventory at End of Each Month—Accounts to be Opened and How They are Conducted.

An auditor whose business brings him in touch with books of many retail merchants, relates how he once saved a dealer making an extensive turnover, from going into bankruptcy at a rapid pace.

The merchant began business some ten years ago with a capital of $10,000. Before the end of three years ruin had all but seized him. The accountant was called in to try to save the business. He found that an inventory had not been taken since the business began. The method of the merchant was to add an average of 33 1-3 per cent. to the cost of purchases to get the selling price, and each day after the amount of sales had been ascertained, he would set aside as a separate fund 33 1-3 per cent. of the amount, labelled gross profit account. Out of this he paid his staff, store expenses and personal expenditures. His sales approximated $100 per day, so he calculated on $33.33 for his gross profit fund each day.

A Common Blunder.

Yet on this basis he managed to work along for the three years. How he did it was a wonder to the accountant. The trouble was that he had miscalculated his gross profits by appropriating the same proportion of his sales as he had added to his purchase. One day's sales aggregating $100 would produce this result:—

Cost of goods sold	$ 75.00
Profit added (33 1-3 p.c.).... ..	25.00

The amount that he should have placed in his gross profit was $25, according to these figures, but he had taken a third of the total sales, as follows:—

Day's sales...	$100.00
Gross profit (33 1-3 p.c.)	33.33
	$66.67

Need of the Inventory.

This method left, after deducting the alleged profit, only $66.67 with which to replace goods that had cost $75.00. He was, therefore, robbing the business of $8.33 every day. That he lasted three years is certainly a wonder. This man's business was reformed on the accountant's suggestion. He recovered the some $6,000 loss and to-day is a successful merchant.

Between now and the first week in February is a splendid time to take an inventory. There are many reasons why every dealer should know where he is at and none why he shouldn't.

* * *

Taking Stock Every Month.

A question was asked in last week's issue by a Moncton, N.B. merchant, how to go about taking an inventory every month to know approximately where one is at all the time. The accompanying illustration presents one suggestion. The accounts necessary to be opened by this plan are Stocks, Amount on Books, and Amount Owing.

STOCK ACCOUNT.

On Hand Jan. 1, 13	$	$1500
Bought during January	800	2300
Sold in Jan. $1200 ..less 20 p.c.	960	1340

AMOUNT ON BOOKS ACCOUNT

Jan. 1, 13, total....		1000
Sold for credit in January	500	1500
Rec'd on account...	600	900

AMOUNT OWING ACCOUNT

January 1, 13		800
Bought goods in January	800	1600
Paid out for goods in January	1000	600

First consider the Stock Account. On Jan. 1, stock on hand as per annual inventory was found to be say $1,500. There is bought during January $800 bringing total stock up to $2,300. There is sold in January $1,200 worth of goods. Here is where the knowledge gained from the last year's inventory comes in. Supposing sales during 1912 were $12,000 and gross profits amounted to $2,400. This would mean that the gross margin is 20 per cent. of the turnover. The average gross rate of profit for January should be about the same; so deducting 20 per cent. from the $1,200 sales, which is $240, the cost of the stock sold would be $960. Deduct this from the $2,300 and there remains $1,340 worth of Stock.

Amount on Books.

Outstanding accounts should of course be known in a monthly inventory. The amount on the books Jan. 1 as shown by the annual inventory is $1,000. For argument's sake, say that during January there were sold for credit $500 worth. This would make a total of $1,500 on the books but during that month $600 were collected on account bringing Amount on Books down to $900 before February 1.

This is valuable information apart from its place in the monthly inventory. Knowledge of it tends to keep down outstanding accounts throughout the year to a minimum.

What is Owing.

The Amount Owing account is easily understood from the accompanying illustration. On Jan. 1 the business owed $800. During January there was bought on credit $800 worth while there was paid out on account owing $1,000, leaving debts of $600 at end of month.

A Perpetual Inventory.

Thus, at the end of January we have the Amount of Stock, the amount on Books, and the amount Owing, so that with the other resources and liabilities such as cash in bank and on hand, notes payable and receivable, etc., a complete inventory can be made. At end of February the same thing can be done, and in this manner at any time throughact standing of his business, or, in other words, he has a perpetual inventory.

At end of the year, the usual inventory should be taken, for as the percentage of profit may vary, so this perpetual inventory may not be exactly accurate.

It is quite evident that this perpetual system has to be started immediately after the annual stocktaking and inventory. Care should be taken to get the average gross profit as nearly accurate as possible.

Making a Bankrupt Business a Success

How a Winnipeg Retail Grocery Firm Took Over a Failing Business Two Years Ago and Built It Up—On Opening Day 2,000 People Attended—Ten Salesmen Were Necessary to Give the Service Where Formerly There Were Two—Much Attention Paid to Service and Fixtures—One Salesman Responsible for Each Department.

Winnipeg, Jan. 9—(Special). — Two years ago the W. H. Stone Co., retail grocers, as a venture, took over a bankrupt business in the extreme north end of Winnipeg. At the time there were two clerks, neither of whom was overworked. Two months ago, W. H. Stone's St. John branch had an official opening of a fine new store on the corner of Main and Atlantic streets —an opening at which more than 2,000 people of the district were present. There were ten men behind the counters and in the store rooms. They were busy on the opening day and have been busy ever since.

A part of this success must undoubtedly be attributed to the general development of Winnipeg. The north end has grown exceedingly rapidly, and it has been blessed with a good class of citizens—those who have good positions; who own their own houses, and are able and anxious to spend their money in fair quantities for the necessities and the luxuries. Yet not to the advancement of the district alone, can the advancement of this branch be attributed. There has been planning, scheming, and general business building, which must be credited to the work of a few men. This has done fully as much to make for success as has the growth of St. John's.

Store Itself Attracts.

The appearance of the store is attractive; and there can be no denying the fact that people like to do their business in a store which is bright, which shows goods well, and where on every side there is evidence of cleanliness. The establishment is of good size, 34 x 36 In front are two fine show cases, one facing on each street, and the entrance is attractive. Inside the ceilings are high. There is an airiness and brightness which exerts its appeal, and there is a place for everything and everything is in its place. Perhaps this last feature is the great one in connection with this store, and perhaps it is a feature which other dealers will be most interested in. In this establishment, interior arrangement has been developed to a high degree.

As the accompanying cut, made from a photo taken before the store was quite completed, shows, a number of silent salesman are used. W. Percy White, manager, claims that these are well

Interior view of branch store of the W. H. Stone Co., Winnipeg. Note the new style fruit display stand to the left. This is described fully in accompanying article.

named. They are salesman indeed, for not only have they assisted in increasing the sales of regular lines, but they have helped to introduce new lines. Confectionery, for instance, was added to the goods carried when this new store was opened. In a silent salesman, cakes, pastry, and other confections were shown. It was not very long before this department became one which drew custom and which brought good profit.

Biscuit Show Cases Pay Well.

In the cut only one set of biscuit cases is shown. Three are used, however, for Mr. White has discovered, with many other dealers, that these, while perhaps a little expensive, yet pay their way. The development of the biscuit trade in this district has been remarkable. Never a day passes that a good many pounds do not sell at prices ranging between 40 and 75c.

One of the most unique fixtures in the store is a stand, so arranged that a wide variety of fruit is clearly shown. This is in pyramid form, and each of the three sides in which it is built, are divided into five sections; in one, apples may be shown; in another lemons; in another oranges; in still another grape-fruit; in another grapes, cranberries and so on. The fixture necessitated a considerable initial outlay, but every day it has paid large interest on the investment. Every day is has paid floor rent, and it has added to the general fine appearance of the store.

Nor does this fixture occupy as much space as one might expect. The inside is hollow. Mr. White states that it has assisted him in watching the condition of the fruit. Each day one of the three sides is changed. Each morning each of the three sides is re-dressed. To do this the fruit stored in the pyramid must be examined, and so any defective apple or orange is discovered and thrown away before it can do harm.

A Display That Sold Well.

For the Christmas season several special arrangements were made inside the store. Near the fixture which regularly displays fruit, were pyramided boxes of Johnathan apples. These were so placed that little but the apples themselves were displayed, and the effect was striking. and caused activity in the vicinity of the cash register.

Near the centre of the store, too, a special display was arranged. There cans of corn, tomatoes, soups, and other lines, so popular throughout the winter were piled in four columns. On the tops of these, a roof effect was built, the whole being draped with Christmas greenery. Inside this novel fixture, the manager had his temporary office, where he could be in touch with all that was going on and see that no customers were compelled to wait too long to receive attention.

The aim in this store has been to give adequate service, and Mr. White states that this is appreciated. Many customers speak of special displays which have attracted their attention, and all seem to take pleasure in looking over the new arrangements which they have now come to expect. One of the schemes to make shopping more comfortable, is a fountain of Crystal Springs water. Clean glasses are always kept handy, and many are glad to slake their thirst here.

To effect the best possible service, a method of making one man responsible for a certain department has been adopted. One clerk has full charge of the fruit. Others may sell this, but he is responsible for the display, and it is for him to keep the manager advised as to the condition of the stock. If oranges run low ,or the supply of lemons is short, it is this man who is responsible, and feeling this responsibility, he sees that no shortage occurs.

One man is in charge of the produce department, and arranges when he wishes to have a window display. Another man is responsible for the appearance of the front counters, and for the window dressing. He is perhaps the head salesman, and takes as enthusiastic an interest in the store as does the manager.

Confectionery Has Become Profitable.

Several new lines have been added since the new establishment was opened. Confectionery, to which reference has already been made, is one of these. A high grade of candy also has been stocked, and the results have been much more than was expected. From Mr. White's experience there is no doubt that a grocery store which attracts a good class of custom is the place in which to sell a good class of confectionery. The boxes, however, and the loose candies, must be attractively displayed if the sales are to come.

Fish is different, but is also a new line in this store. It is handled in the produce department, of course, and has has moved exceedingly well. The only trouble with fish, according to Mr. White, is to make arrangements for keeping it properly. Proper storage has been secured in this establishment. A man is in charge who knows how to lay fish out attractively, and the sale has grown steadily ever since the line was added.

This store is one which dealers in other cities, towns and villages would remember, but everything possible has been done to make work pleasant for the clerks. This, the head of the concern felt was absolutely necessary, if the loyalty which they want, and which makes large sales possible, is to be secured. Some of the means of presenting goods adopted in this store, have required the expenditure of considerable money. Others necessitated only careful study. There will be many dealers who will secure a hint or two through considering the system adopted in this establishment.

AN OPEN CHEST OF TEA.

In last week's issue was recorded a leak caused by the dust nuisance. Apropos to this a grocer visiting in a large city calls attention to a particular case which came under his notice a few days ago. He was in a certain store in the city referred to and observed a chest of tea on the floor with the bottom tilted slightly but without any semblance of a covering.

The tea was there for any one to handle who wished. It was exposed to the dust flying about the store, which naturally mixed up with the tea that people purchased. Tea is an article that loses its flavor quickly unless kept in lead-lined packages, tins or other air-tight containers. Imagine what such tea would be like in a week's time!

The natural conclusion to such a leak is loss of custom. Most women pride themselves on being good judges of tea. Unless the tea bought retains a uniform quality and flavor, they very quickly purchase it elsewhere. They buy a few other things "elsewhere" and soon become ex-customers of the man who has been careless enough to expose tea to the dust of the store.

TO BRAND POTATOES.

Vancouver, B.C., Jan. 8 (Special).—Potato growers in the Ashcroft district have united in forming the Ashcroft Potato Growers' Association. This association embraces the territory from Savona on the east to Spence's Bridge on the west. Its object is to have this produce graded the same as are apples, to improve the quality, and to sell the output in sealed sacks as a protection to retailer and consumer. The association hopes to lessen the cost of handling and to safeguard the interests of the producer, middleman and consumer.

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CARRYING TOO HEAVY STOCKS.

According to a grocery traveler, who is an ex-grocer himself, there are many retailers keeping themselves poor on account of too heavy stocks.

He cited a particular instance of a retailer doing a $40,000 business or more, yet who was unable to lay aside any money during the year. The trouble was he was buying too freely of goods in which some concession was offered if a quantity were purchased. This was being done in face of the fact that he was located in a city where there were several wholesale grocers, and where goods could be sent him every day.

The result of these heavy purchases was that his money was practically all tied up in stock. As fast as the money came in, it had to go out again to meet an invoice, and although his turnover was between $3,000 and $4,000 a month, he could not save a cent.

Undoubtedly the best policy for the average retailer is buying in small quantities. Too many want to snap up all things that apparently have a bargain tag attached, forgetting that the interest on the money invested in them often eats up the "bargain" long before the goods are turned over. There may be a few lines that one can afford to speculate on, but with the majority the chance of gain is so slim that they should be bought only when required.

STOPPING THE RAT NUISANCE.

Almost since the beginning of time, serious inroads have been made into stocks of retail grocers by rats and mice. When they get into a store they do much greater damage than the troublesome housefly—the latter can be seen, but the rodents only make themselves known by their destructive work.

It is long since time that an effective check had been put upon losses from rats and mice. Now that we have advanced considerably into the cement age, it is an easy matter to stop up all runways in the cellar. How one dealer has rid himself of the pest, is effectively told in Henry Johnson, Jr.'s article in this issue.

This will be most valuable information for any merchant who is considering building or refitting in the spring. Mr. Johnson goes rather exhaustively into the subject, telling just what he has done to eliminate the vermin. From his description of the obstacles he has placed in their way, one would naturally come to the conclusion that any rodent not equipped with a tooth file would have considerable difficulty in penetrating the foundations.

NOT HOW CHEAP, BUT HOW GOOD.

Early in life, James J. Hill, the great railway magnate, was a clerk in an Ontario grocery store. Perhaps from his experience there he gained some of the facts he has recently used in a magazine article. In this he declares that the housewife's pocketbook is the greatest factor in our natural life.

He contends that the average wife fails to make the best use of her purse. She is tempted by marked down prices, he says, and goes at her buying haphazard. He adds:

"The tendency of the average woman is to buy everything as cheaply as possible. That is the worst kind of economy. It is difficult to convince a housewife of this fact, but when she once realizes it, she is on the true road to making money.

"The same principle that governs a transcontinental railway in buying steel rails ought to govern the housewife in her purchase of beef steaks—not how cheap, but how good.

"There is nothing more important in the life of this nation or in any other nation than the pocketbook of the wife."

Every aggressive retail grocer will endorse Mr. Hill's statements. The success of the majority of the large dealers of to-day is largely attributable to the quality of the goods they have sold. The trouble with bargain goods is that they are either usually bought when not needed or that their quality is inferior. The result is an unnecessary outlay or dissatisfaction.

A HELPFUL STOCK RECORD.

Now that the Christmas holiday trade is over for another year, retailers should sit down and consider what goods sold the best, what arrangements proved adequate, and wherein lay the shortcomings that meant loss of business.

One of the most important things is a knowledge of how much of each Christmas line was sold, how much left over or how much could have been sold if it had been in stock.

Those retailers who operate a cost book the year round in which all purchases are entered will have most of this information. If, however, no yearly cost book is used, there will be nothing to depend on but memory when goods are being ordered next fall for Christmas, unless records are kept of goods bought and sales for Christmas, 1912. Memory is too fickle to be depended upon.

It is important in such a record that there should be shown amount of held-over goods as well as the quantities of others that could have been sold if buying had been freer. The manager of any store who keeps in touch with stocks required, should undoubtedly have this information.

ELIMINATING WASTE MOTION.

The arrangement of the stock is an important factor in successful merchandising, and is not generally given the degree of attention it deserves. In the arrangement of his stock the dealer should give every care to so place it that it can be reached with the fewest possible steps and least time.

By looking back over the sales slips the merchant can easily list those articles that are in greatest demand. Of course, sugar, oatmeal, rice, etc., for which there is a recognized demand, need not be displayed as prominently as package cereal, coffee and other package goods, yet they should be immediately accessible. Such articles as sauces, pickles, cocoa, etc., can be displayed effectively on tables in centre floor space.

By arranging the stock with due regard to the daily demand for each article, the salesmen will be able to eliminate lost motion and can serve customers with more rapidity.

AN IMPORTANT LEGAL ACTION.

The trade in the United States is watching with great interest the course of the action brought by the United States government against the Kellogg Toasted Corn Flake Co., on the grounds that the Kellogg plan for maintaining prices of their corn flakes is an illegal restraint upon competition.

The plan of marketing this article, as stated by the Government, is the fixing of the price that the wholesaler receives from the retail trade.

In effect, a large number of manufacturers market their products similarly, claiming that they have the right to say at what price their own products must be sold. They maintain that if the wholesale price were not fixed in this way their business would be adversely affected. Some jobbers, they say, would cut prices, and so reduce the margin of profit that there would be no money for themselves or competing jobbers in selling such goods. This would tend to lessen sales of these goods.

The case will be followed with a great deal of interest by the entire trade of the continent. The defendants claim they are not violating the Anti-Trust Law of 1890 in any way, and we can expect a strong defence.

PROTECTION FROM DELINQUENTS.

The retail trade will receive with a hearty welcome the news given out at Ottawa that Hon. C. J. Doherty, Minister of Justice, will introduce during this session a number of amendments to the Criminal Code, most important of which will be a clause to protect the interests of retailers from delinquent debtors. No direct inkling is given of the nature of the new regulation, but it is understood that it will be designed to prevent the flagrant disregard of just debts, by the imposition of stringent penalties.

Undoubtedly, it is time that something was done to protect the retailer. The merchant has been made the victim of delinquent debtors through lack of adequate resource and, if the new measure provides the necessary means of bringing such persons to time, a huge injustice will be removed.

FROST DAMAGE TO CITRUS FRUITS.

A scare has been sent out from the Pomona district in California to the effect that frost has done immense damage to the orange and lemon crops between San Bernardino and Los Angeles. Some newspaper reports indicate that the havoc wrought will be to the extent of $40,000,000, but more conservative reports place damage at $20,000,000.

It is, however, quite probable that when detailed information comes to hand even the loss as indicated by the latter figures will have to be greatly discounted. Canadian brokers representing growers in California claim that such scare reports as newspapers contain are usually wrong. As a matter of fact, it will take three or more weeks to determine just what the extent of the damage will be.

California, too, is a big state, and does not have to depend on any one district for the production of citrus fruit. It is quite probable, therefore, when the truth is known, reports will be modified considerably. Heaters are used throughout the orange groves, supplying artificial heat when frost is threatened, and no doubt these were used to good advantage.

EDITORIAL NOTES.

Don't neglect the inventory. February 1 is a good time to begin.

* * *

A combined display of cold weather lines will bring good business this month and next.

* * *

Remember that January is a splendid syrup and molasses month. Try a window display of them.

* * *

A stock record at the end of every month prevents the quantity of stock carried rising to undue proportion.

* * *

Make cleanliness of store interior a feature during 1913. It is one of the best trade getters on the slate.

* * *

"As slow as molasses in January," is a saying that has lost much of its force since dealers began to sell molasses in tins.

* * *

Wholesalers are finding business recovering from the after holiday slump. Even after the passing of Christmas and New Year's, it is evident that people must eat.

* * *

Very often the quantity price is a delusion and a snare. When a dealer ties himself up with a lot of slow selling goods just because he got them at a bargain price, he is being deceived.

* * *

Damage by frost to growing citrus fruits in California has been represented to be in the neighborhood of $40,000,000. When final returns are in, however, this will be greatly reduced.

* * *

Parcels Post is now a reality in the United States and mail order houses are making good use of it. Opposition from the merchants in Canada may yet defer it for a few more years.

* * *

A new use has been found for sticky fly paper. An ingenious Toronto jewelry store burglar discovered it would prevent glass from falling and so make his work much safer. Dealers might display it the year round with a show card attached, "Burglars' and robbers' best assistant."

Store Equipment that Eliminates Loss

What Henry Johnson, Jr. Has Done in Planning and Equipping New Store to Prevent Ravages of Rats—Good Furniture Plus Rat-Proof Walls, Floors and Ceilings—Movable Stock Shelves in Basement—No Goods Touching the Floor—Rats and Mice are Expensive Boarders and Should be Excluded from Entire Store.

*By Henry Johnson, Jr.

What does it cost you to board your rats and mice? Figure it up carefully and see where you land.

Consider the cut sack of flour, all dirtied up so that the contents must be sifted before it can be sold. Consider the broken packages of cereals, made entirely unsaleable, except, perhaps, in bulk at half price or less. Consider the damage done your trade through the occasional delivery of goods which carry the evidence of rats and mice with them. Compute the time of yourself and your help expended in putting rat-damaged goods back into saleable condition. Add these totals together and see whether the results would not pay big returns on an investment in some contrivance which would remove rats and mice from your consideration altogether.

For untold ages mankind has accepted the fly as something inevitable—no use fighting flies, they are too numerous, etc. Now, all at once, we awaken to the fact that flies can be eliminated, and we are so rapidly eliminating them that soon a fly will be as rare in a food shop, as much out of place and as vigorously dealt with as would be a snake to-day. Is not the time here for the similar elimination of rats and mice, completely and forever, from the grocery store of to-morrow? I think the time is here and I think this elimination is an accomplished fact at Johnson's.

Tilting Bins Were Installed.

Years ago I made a good beginning, through the installation of the latest improved tilting bins and the accompanying base shelf structure. This arrangement took care of bulk cereals, etc., but the shelves were not protected, nor was the wall-space behind the bins. The shelves stood away from the wall a matter of half an inch or so, with the result that we had to tack strips of tin along the rear edge of each shelf and upright before we excluded vermin from our goods. Even then, however, they got in through every break in the plaster. I have got that thing fixed in the new store.

Gives concrete basement floors, laid tightly against stone foundation walls in which all old pipe, and other holes have been plugged with cement, and you have a condition where rats and mice cannot penetrate. They simply cannot get in. Being in, they cannot get out. So far as the basement goes, vermin is cut out—absolutely. Next come the interstices between the joists, where they are laid into the foundation. If the basement ceiling is unsealed, so there are no hidden pockets in the main floor, vermin cannot lodge there.

Impossible for rats to reach Basement.

That was my line of reasoning and my basis of action. The doors to the various divisions of the basement are heavy and truly hung. They fit tightly. They are kept closed and mostly locked, but always hooked firmly in any event. The bottom of each door runs close to the concrete floor and a strip of ¼ inch galvanized wire netting is fastened to the bottom edge of each door. Thus communication between compartments is is made pretty nearly impossible for rats and mice.

Shelving is built against the wall of only the inner basement, the locked stock room. This shelving is built tightly against the wall, of plain lumber so it will not afford any lodgment for vermin; and the outer edge of the uprights is protected by a strip of netting as described. No good opportunity of getting in or staying in here.

Movable Racks for Stock.

Most of the stock is stored on "stacks"—moveable racks of shelves which are built of 2 x 2 uprights and 1 inch boards, in various sizes to accommodate various sizes of boxes. The stacks are mostly from 5 to 7 ft. long, and consist uniformly of a base-shelf, set in 2 x 2 timbers, a middle shelf about 30 inches up and the top shelf about 24 inches higher. Such sections will hold 38 to 40 cases of 2-lb. corn or peas; 24 to 28 cases of tomatoes; 24 to 36 cases of soap, etc. When they are unloaded, one man can move any of them from place to place. They are stood in rows, end to end, and back to back, with a passageway between each row, so that every case on each shelf can be readily got at for handling.

This arrangement facilitates the keeping the floor clean, the rapid handling of stock with the minimum of re-handling; enables us to flush the floor at any time, because water will run under each stack without touching any of the goods; and affords no secure lodging place for vermin.

Stock Damage Reduced to Minimum.

The entire basement floor pitches gently to a central drain, so that we can flush the entire floor, or any part of it at any time, and in case of any leakage or the bursting of a barrel, no damage would be done to other stock.

Certain things are not completed yet. Some sections of old drawers would still afford nesting places; but these will be treated with the wire netting as to make them absolutely vermin-proof. Aside from these spots, I cannot think of anything we might have done to insure freedom from this one greatest grocers' pest; and I may add that so far we have caught and killed one rat and have found no evidence of mice. We were puzzled to know where the rat came from, but we found out OK. There was one old pipe-hole in the old wall, where we found they had prepared well for a cosy winter. We stopped that hole thoroughly with cement, sealing in the entire family, if there was one; and have seen no rats since.

Economizing in Heat.

Before I leave the basement I must describe a few more points.

The boiler, as I believe I indicated two weeks ago, is set into a sharp, almost useless corner, besides the divisional wall—a spot useful only for such a purpose. The boiler is bricked up, according to fire insurance rules, but the large smoke flue—about 24 inches diameter—is not covered. Instead of covering the flue and thus keeping the chimney good and warm, we built a partition mostly of discarded sash from the old windows with one of the old doors for entrance, thus making a small very warm room. Above that room we cut a register opening into the store above which gives us the benefit of a lot of heat which otherwise would have been wasted.

Under the cellar stairway, usually a catch-all for rubbish, we have every electric and gas meter for the entire building, the store and each tenant having independent service. Below the meter shelf is the condenser of the ice-machinery. Hence, each corner, often, so useless, or worse, is turned to advantage.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

In another corner is the little refrigerating machine, occupying a space 3 x 4 ft. The old refrigerator-box is located where we get light from the elevator runway, and is used for reserve storage. The oil and gasolene self-measuring pumps are located in a little pointed corner where they occupy the minimum of otherwise useless room. The automatic weighing machine is likewise located with the hoppers giving down from the floor of the order-room above.

There are ample windows in the basement, and in the store floor above are laid slabs of inch-thick glass where light can be had from the big windows of the store, so that the basement is about as light as many a deep first floor salesroom.

Altogether, I feel that we have done pretty well, and the best of it is, that the entire advantages enjoyed are the result of planning and foresight and not accomplished through the expenditure of a lot of money. For instance, our vinegar and syrup barrels stand under a floor light in one street entrance so that there is ample light so long as there is daylight without.

* * *

Arrangement of Show Windows.

I see that this description of modern store equipment is going to run into still another article; but again, I do not think you will mind the use of the space for the description. I shall have space merely to begin on the main floor.

Description of the salesroom must begin with the windows which are unique, so far as I know. There is a stretch of 46½ feet of continuous plate glass on the main front, covering one entire side of the building. The glass begins right at the ceiling and runs down to the floor, not to a window-shelf or sill, as is usually the case. This arrangement gives us the absolute maximum of light and display space. It is well to remember, however, that we have a flatly north front, so require no awnings and we are not troubled with direct sunshine as we should be with frontage facing in other directions. Even so, however, I believe this window arrangement would be good anywhere and I should use it in any other store.

The next part of the description begins at the ceiling of the salesroom. This is of metal. That is not unusual, because metal ceilings are common nowadays. The uncommon thing about this ceiling is that from the margin thereof begins again the ¼ in. mesh galvanized wire netting. This netting laps up under the edge of the metal and drops down 8 or 10 inches.

The floor of the salesroom is of tile laid in cement two inches or more thick, reinforced with expanded metal lathing. From that floor, or the margin, thereof, rises the wire netting, lapped under the floor and rising on the wall 8 or 10 inches.

As each section of shelving was made, remodeled or fitted for its place on the walls, the back of it was completely covered with the wire netting aforesaid, so that it is absolutely vermin proof.

Now note: Metal ceiling; continual wire netting from the margin of the ceiling down to and under the floor; tile floor. Is there any chance for rats or mice here? The total cost of that wire netting, its cost and the applying thereof, did not exceed $125, for that salesroom. True, the room is small. The walls so covered do not exceed a total length of 190 ft., and the height is 11 ft., so the width of the netting is about 12 ft. over all. But the cost is so small compared to the results to be expected from its use, that the cost may be said to be negligible.

As I have now covered some of the more unique features of my equipment, this seems to be a good place to stop for this week. I shall be delighted to have comments on the plants.

Annual Staff Gatherings

Toronto, Jan. 6.—A very successful gathering was held on Saturday evening, Dec. 27th, when the officers, managers and sales staff of Gunns' Limited, were the guests of the company at the annual dinner given at McConkey's. The chair was occupied by John A. Gunn, president of the company, and the guest of honor was B. Cope, in commemoration of his having completed a term of forty years' continuous service in the business.

After the dinner, which was thoroughly enjoyed by all, the president, in the course of his address, made fitting reference to the loyal and efficient service rendered by Mr. Cope during his long period of employment with the company, and as a substantial token of the company's appreciation, presented Mr. Cope with a silver tea service. Mr. Cope made a fitting reply, and in the course of his talk, recalled many interesting incidents in connection with the early history of the business.

A conference was then held, during which speeches were delivered by the other officers and heads of departments, and by many of the sales staff, interspersed with a musical programme, contributed by members of the company's own staff. Gunns' Limited have the happy faculty of inspiring a loyalty on the part of their employes not often found.

Following are items from The Grocer of January 13, 1893:

"The time to take inventory is of but minor importance, but it should be taken when practicable, at the dullest season of the year in the locality where your business is. My judgment is that for an annual inventory, Feb. 1 is a particularly good time. The rush of the holiday trade is over and the bulk of the winter stock has been sold, the spring purchases have not been made, and in the majority of stores the stock is at the lowest; besides, at this season the average prices on general commodities are at their lowest point."

Editorial Note.—This is an extract from an article appearing 20 years ago and is particularly applicable to day. The inventory should not be overlooked.

* * *

"Dealers in dressed hogs in Montreal have manifested considerable excitement during the past week on account of some large purchases in Ontario, and the news from Chicago, which gives evidence of a decided scarcity in hog meat. Buyers in Montreal have paid as high as $8.20 in the West, or equivalent to $8.25 to $8.35 laid down in Montreal for car load lots and the general expectation is for much higher prices."

Editorial Note.—Dressed hogs on the Montreal market to-day are quoted at from $12.50 to $12.75.

* * *

"The Toronto Retail Grocers' Association held its January meeting on Monday evening in its rooms on Richmond street. Messrs. Booth, Clark, Gibson, White, Mills, Westren, McMillan, Saunders, Doyle, Bond, Butcher, Cleary, Johnston and Roberts were present."

Editorial Note.—At this meeting 20 years ago officers were installed for the year 1893. D. W. Clark was the president and in his inaugural address pointed out there much work to be done; he also suggested that members, as well as capable outsiders, contribute special papers on various trade subjects, and he proposed to call on certain members for such papers. A question box, he thought, ought to be opened. Mr. Clark is now vice-president of the association and has been nominated to again fill the president's chair. Election of officers will be held at meeting on Jan. 20.

Current News of the Week

Quebec.

Edouard Tessier, grocer, Montreal, has sold to Pierre Poudrette.

Bernard Pink, E. & T. Pink Co., Ltd., London, Eng., is again in Canada, and will remain here for some time.

John J. Gilmor, of John J. Gilmor & Co., manufacturers' agents, Winnipeg, was in Montreal during the week.

The Minister of Agriculture for Quebec has granted a charter for the formation of a Co-operative Society of Maple Sugar and Syrup Makers.

The premises of the O.K. Spice Mill Co., in the rear of St. Denis Street, Montreal, were badly damaged by fire recently, loss being estimated at $19,000.

La Societé Spa is a new concern who have opened up office and a factory in Montreal. They are manufacturers of La Veritable Saucisson Coe, and a few other French food products.

The Canadian Fairbanks-Morse Co., Ltd., have concluded arrangements with the International Motor Co. of New York, whereby they become sole Canadian agents for the Mack motor trucks.

With regard to the report from Ottawa that owing to the low cost of United States eggs, Canadian produce men were becoming alarmed, one of the well-informed provision men of Montreal says there is no anxiety whatever. "In any event," he declared, "by the first of February the total stock at present available in Montreal will be exhausted and the United States will have to be drawn upon for further supplies, unless the weather here continues mild and there was anything of a fresh-laid stock. At the present time there are only 18,000 cases of eggs in the city. Each case contains 30 dozen and the average demand in Montreal alone is 6,000 cases a week. There is no alarm here, and I might say that supplies are being procured from the United States even at the present time."

Ontario.

M. W. Little, grocer, Toronto, has sold to White Bros.

R. McGregor, Ltd., grocers, Ottawa, sustained a small fire loss recently.

Wm. Buck, general merchant, Walsingham Centre, Ont., is succeeded by Christmas & Ross.

A merchant near Windsor, Ont., was fined $100 and costs recently for selling liquor without a license. Several kegs of liquor confiscated by the police were destroyed.

A. W. Crysler and T. E. Morgan, general merchants, Delhi, Ont., sustained loss by fire recently.

The Grocer acknowledges with thanks a handsome little calendar from A. E. Kelly, grocer, corner Florence and Lyon Streets, Ottawa. "Clean and Always Reliable" is the motto of this store.

The McCormick Biscuit Manufacturing Co. will erect a new factory in the east end of London, Ont. Their present site has been selected as the location for the Federal Square, for which the electors voted, involving an expenditure of a quarter of a million dollars.

J. A. Henderson (John W. Bickle & Greening), Hamilton, Ont., was in Toronto on Tuesday calling on the wholesale trade with Sverre Bjelland, of Chr. Bjelland & Co., fish canners, Stavanger, Norway. Mr. Henderson is the general agent for Ontario for Chr. Bjelland & Co.

The grocers of East London, Ont., have decided to close their stores at seven o'clock on Monday, Tuesday and Wednesday evenings. Many of the merchants formerly kept open till ten o'clock, although a few like Thos. Shaw, A. J. Denny and Geo. Petitt closed every night excepting Saturday at seven o'clock.

A "false pretence" case of interest has recently been concluded in Toronto. Fred Coward, a manufacturers' agent, Spadina Avenue, laid the complaint and defendant was a retailer who, having taken over a business some time ago, purchased goods afterwards in name of the man from whom he bought the business. He pleaded guilty and was ordered to pay into court $39.93, and was bound over by a $400 bond to insure his good behavior in future.

Hon. Archibald Campbell, founder and head of the Campbell Flour Mills Co., Ltd., West Toronto, with mills at Midland and Peterboro, Ont., died on January 5 in Wellesley Hospital, Toronto. Senator Campbell had been in ill-health for three weeks prior to undergoing an operation in this hospital on December 31. He was born in Ridgetown, Ont., on April 27, 1846. He was educated in the public and high schools of his native town and at an early age commenced the milling business in Chatham, Ont. He came to West Toronto in 1892, where he founded the concern now known as the Campbell Flour Mills Co., Ltd.

Western Canada.

J. M. Carter, of Moose Jaw, Sask., has erected a new store building on the corner of First Avenue and Hochelaga Street. In this he recently opened out a new stock of groceries, fruit and confectionery.

Orr, Brocklesby & McLain have just formed a firm of manufacturers' agents in Winnipeg, with offices at 507 Confederation Life Building. All the members of this firm are well-known to the grocery trade of the West.

The American Can Co. have selected a site for a new factory in Vancouver, B.C. The company will start almost immediately on the erection of the building. The total investment there will be about $750,000. The proposed plant will employ several hundred persons. P. F. Kendell, vice-president of the company, was in Vancouver to look over the site.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor Canadian Grocer.—Would you kindly advise me where I can buy Asepto Washing Powder?

Preston, Ont. E. S. L.

Editorial Note.—The Asepto Manufacturing Co., St. John, N.B., are the manufacturers.

* * *

Canadian Grocer.—Can you give me addresses of manufacturers of potato flour? Would you also give me the address of manufacturers of Enterprize meat choppers?

Regina, Sask. J. U.

Editorial Note.—Fred Coward, importer, 402 Spadina Ave., Toronto, puts up potato flour. The meat chopper referred to is made by the Enterprize Manufacturing Co., Philadelphia, Pa.

CATALOGUES AND BOOKLETS.

A catalogue from Willer & Riley, Boston, Lincolnshire, England, packers of peas in bottles, has come to hand. This shows by fine illustrations in colors how the firm pack peas in bottles, and is also a price list. Both round and square bottles are used, the former being in two different sizes. The catalogue shows also a facsimile of a bottle of beans and packages of sweet and boiling peas.

Practical Suggestions for the Clerk

The Clerk of To-day is the Merchant of Tomorrow

Herewith appear opinions and ideas from two salesmen in Canadian grocery stores. The Grocer wants to hear from every retail salesman on questions of selling goods, store arrangement, window display, treatment of customers, loyalty to the employer, etc. These are among the live problems that every salesman is brought in touch with. Your ideas on how to go about these things help all readers of the paper. Send them along for this page. All are invited to contribute.

In December last the Retail Grocers' Association of Vancouver, B.C., held for retail grocery clerks a window dressing competition for "Made in British Columbia" goods which brought out considerable response.

The grand prize was won by Harold M. Wood, Duke's grocery, corner Hastings street and Gore avenue. He had dressed a strong-selling, attractive provision window which not only captured the prize but sold considerable goods.

"The marks for the competition," writes Mr. Wood, "were given under three headings, namely selling qualities of the window, 50 per cent.; artistic effect 25 per cent., and novelty 25 per cent.

"When dressing the window we, of course, considered selling qualities first. The result was that we sold $200 more provisions during December than any other month of the year. At the same time the boys picked up $150 in prize money, which was very satisfactory to all of us.

Conclusive Proof of Window's Value.

"Earlier in the year we built up an apple trade from about 20 boxes per week to 100 boxes per week through window displays. I may say we have allowed the apple trade to drop down again to about the old level. This only goes to show the value of good attractive windows from the grocer's point of view."

Mr. Wood demonstrates conclusively that the window can be made a strong seller. It requires some attention but if the extra sales are good, the work of trimming the window will not have been done in vain. The experience of this western salesman can be emulated to good advantage by others.

Clearing Out Old Stock.

In the up-to-date grocery store one of the matters which continually receives attention, but perhaps more especially at this season of the year when there is a slight lull in business after the Christmas trade, is the moving out of old stock. This is the opinion of H. E. Phillips with F. Simpson & Sons, Yonge street, Toronto.

Mr. Phillips states that there are some lines which naturally move out without allowing old goods to accumulate—or if they do accumulate, they are readily distinguished from the new stock—and there are others which, being little affected by time are practically of as great value at the end of a season as at the beginning. But the goods with which greatest care must be taken are those which depreciate with age but not noticeably. Among these latter are included more particularly bottled goods, such as pickles, jams, fruits, and olives. These, so far as the outward appearance is concerned, remain unchanged with age except perhaps that the labels become browned and speckled. But upon being opened quite a marked change is noticed in the flavor of the contents.

Close Attention Required.

For this reason Mr. Phillips maintains that these goods need to be watched very carefully and particular pains must be taken to keep the old stock moving. It at once becomes essential to watch every bottle and to know approximately how long it has been in stock. Some system of moving out the old and moving in the new so that the two do not become mixed and thus indistinguishable must be adopted, and followed very carefully throughout the year.

While to many this may seem only a trifling matter, and a matter which few consider worth the trouble, yet to Mr. Phillips, it becomes an essential if a man wishes to cater to, and hold a high class trade.

The time to go Over the Stock.

Now that the holiday rush is over and that there is a slight lull in business, an excellent opportunity is given for taking inventory and finding exactly what goods are in stock and in what quantities. Mr. Phillips was busy at this work last week.

Stocks are naturally lower at this season than at any other, so that now is the time for action. If the dealer has never had a fiscal year he should begin one now. In going over the stock, the salesmen should see that it is fresh and they should maintain freshness throughout the year.

Merchants who deliver most of the goods sold often do not take goods from shelves to fill orders, but have a shipping department and draw from that. In such cases goods on the shelf are liable to become stale. Now is a good time to change all goods on display. Those which are known to depreciate in value can be disposed of at reduced rates and in large quantities to institutions of one kind or another. "It is much better policy," claims Mr. Phillips, "to dispose of such goods at cost or even at a sacrifice than to allow your trade to be injured by stale goods going out."

PREVENTING FAKE ADS AND SALES.

The Washington State Retail Merchants' Association has prepared two measures which will be presented to the state legislature. One is designed to protect the legitimate retailer against false, fraudulent, misleading, objectionable or pernicious advertising and the other is a bill providing for the bonding of collection agencies, fixing the amount and time of bond and qualification and number of sureties thereon and prescribing for failure to comply with provisions.

A fine of not less than $100 nor more than $1,000 in addition to imprisonment of from one month to twelve months is provided for any person, firm or corporation who may produce, print or circulate false or misleading advertisements. Each day's continuance of this practice shall constitute a separate offense.

Damaged goods sales, fire sales, bankrupt and wreck sales and misrepresented by those terms, advertisements comparing prices with unreal or obsolete selling prices, containing exaggerated statements of quantity or quality, and all other statements calculated to deceive or mislead the purchaser, are classed under the heading provided for in the above.

The other bill provides filing of a bond with the secretary of state by all collection agencies. Said bond shall be in the sum of $5,000. The bill is not designed to apply to duly authorized attorneys, national banks, or any bank or trust company incorporated under the laws of the state.

Sugar Takes 15 Cent Plunge Downward

Market Has Been Easy for Good Many Weeks and on Tuesday the Drop Came —Still in Fairly Weak Condition—Corn Syrup Market Easier—A Decline in Winnipeg—Bean Market Affected by Foreign Beans and Market is Weak.

QUEBEC MARKETS.

SUGAR.—As predicted all along in recent issues, the market has weakened considerably, with the result that prices are now lower by 15 cents per hundred. Generous deliveries from Cuba and good crop news the world over explain the drop right away, and those who reasoned with us on the basis of big crops are now the better off. Indeed the activity in grinding centres at present makes us look for a further downward move if one can take the week's fluctuations as any criterion.

Local firms are inclined to believe that another drop will take place stating that there must be a readjustment of prices, as the margin between refined to-day and raw is somewhat too wide.

Again, there is a chance of a tariff revision and this may curtail heavy buying, in fact put a damper on the market, as buyers will be inclined, and justifiably so, to adopt a hand-to-mouth policy, until something definite is slated.

At lower prices more business is doing locally.

Granulated, bags		4 60
Granulated, 20-lb. bags		4 70
Granulated, 5-lb. cartons		4 90
Granulated, 2-lb. cartons, per cwt.		4 90
Granulated, Imperial		4 45
Granulated, Beaver		4 45
Paris lumps, boxes 100 lbs.		5 35
Paris lumps, boxes 50 lbs.		5 55
Paris lumps, boxes 25 lbs.		5 65
Red Seal, in cartons, each		0 35
Crystal diamonds, bbls.		5 20
Crystal diamonds, 100-lb. boxes		5 35
Crystal diamonds, 50-lb. boxes		5 45
Crystal diamonds, 25-lb. boxes		5 65
Crystal diamonds, 5-lb. cartons		6 30
Crystal diamonds, Dominoes, cartons		7 10
Extra ground, bbls.		4 95
Extra ground, 50-lb. boxes		5 20
Extra ground, 25-lb. boxes		5 40
Powdered, bbls.		4 95
Powdered, 50-lb. boxes		5 00
Powdered, 25-lb. boxes		5 20
Phoenix		4 60
Bright coffee		4 55
No. 3 yellow		4 45
No. 2 yellow		4 35
No. 1 yellow		4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Market is still firm in fact firmer and must remain so till about March, as new crop molasses will be delivered about a month late this year, owing to climatic conditions having been adverse to growing. Last year new goods were on the market about February, but the largest Barbados houses say it will be March before any large quantities will come along. In the meantime, trade is good, there being a noticeable demand from the bakers for cheaper grades.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 50
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—The general feeling in the market is steadiness, with an inclination towards firmness. Coast supplies of fancy apricots are reported as practically used up and the firm tone to this market is decidedly pronounced. Peaches on the other hand are dull and have been for some time. California prunes as far as large sizes are concerned are steady as this class is short, but other varieties are from steady to easy. Dates are a little easier as new supplies are en route, the price as a result being altered.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07¾
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 10½
40-50	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08½
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb	0 07⅞	0 08
Sultana raisins, loose, per lb	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb	0 09	0 09¼

COFFEE.—The demand is still good, though there is no sign of any drop in prices, in spite of certain rumors that Valorisation coffee would be liquidated. There is no such an event (as far as roasters and consumers are concerned) under way, as the Brazilian government have made up their minds long ago to continue their policy of "What we have we'll hold." Nothing but a bumper crop can break prices.

Mocha	0 25	0 28
Rio	0 21¼	0 23¼
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

NUTS.—Locally trade has slackened some. Advances from France go to show that the stock of shelled walnuts there is short and a demand from Europe, to say nothing of other centres, is pretty strong. The market is firm and shows an upward tendency. Shelled almonds are steady and there is a change in price of the 3-cr. variety.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 17	0 18
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	0 08½	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—There is a possibility of firmer markets for rice in near future. Local importers and dealers report a general upward movement in primary markets. Demand, though not so heavy as formerly, is well maintained.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 75
Rice, grade B, bags 100 lbs.	....	3 75
Rice, grade B, bags 50 lbs.	....	3 75
Rice, grade B, ½ pockets, 12½ lbs.	....	3 75
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	....	5 75
Crystal	....	5 25
Snow	....	5 50
Ice Dips	....	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS—

Sugar.—Dropped 15c.

Prunes.—Firmer.

Dates.—Declined 1c.

Corn Syrup.—Easier.

Beans.—Weak.

Toronto, Jan. 8.—A much brisker tone is noted in trade this week. Holiday season seems fairly well over and now dealers are getting into the swing of business once more. Wholesale grocers have been very busy of late through rearranging price lists, and making all preparations for the new year's business together with filling such orders as are already coming in. So far as is possible to judge just from the way the year has started off, everything points towards an increase in business during 1913. General satisfaction and optimism prevails

SUGAR.—Sugar has this week dropped 15c locally. In New York it is down

25c, in Montreal 15c., and in Winnipeg 5c. In spite of the optimistic views expressed last week sugar seems to be declining and dealers are looking for an easier market this spring. Much seems to depend on the American market as well as on statistical conditions and this points towards further reductions.

Extra granulated, bags	4 70
Extra granulated, 20-lb. bags	4 80
Extra granulated, 5-lb. cartons	5 00
Extra granulated, 2-lb. cartons	5 00
Imperial granulated	4 55
Beaver granulated	4 55
Yellow, bags	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 10
Extra ground, 50-lb. boxes	5 30
Extra ground, 25-lb. boxes	5 50
Powdered, bbls.	4 90
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 10
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 35
Paris lumps, in 100-lb. boxes	5 45
Paris lumps, in 50-lb. boxes	5 55
Paris lumps, in 25-lb. boxes	5 85

SYRUP AND MOLASSES.—With the decline in the sugar market it is expected that prices on syrups will range a little easier. At present there is no change in price on higher grades. Corn syrups are rather weaker this week. Amount of business transpiring is small.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS. — With new price lists coming out the prices in several of the dried fruits have been changed by some dealers, while by others they are left as formerly quoted. Dates have been rather easier during past week and on primary markets have declined—hallowee' ¼c and fards ½ to 1c per lb. Supplies in the local market are rather light. Prunes have taken on a much firmer tone though no price change has been made. Figs at present are very scarce. Heavy stocks have been well cleaned up and through the war crops have not been attended to, thus supplies are not coming forward as fast as desired. Peaches have also advanced ½c. and by some dealers apricots have advanced 1c, California seeded raisins ½c and California muscatels ¼c per lb.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Very little change is noted in the tea situation this week and prices are being well maintained. High grade teas are scarce and those who wish them will certainly have to pay the price. Low grades are coming forward in large quantities but in these the quality is poor creating little demand. If the poorer grades continue to flood the market prices on finer teas are likely to advance even higher.

COFFEE. — High grade coffees are now coming in more freely and the new crop shows good quality. Mexican primes are somewhat better as to style and cup quality than last season, and from ½ to ¾c higher for importation. The Santos market is about steady with slightly easier tone owing to anticipated sale of Valorization coffee this month in New York which amounts to 900,000 bags.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Another week brings practically no change in the spice market. Wholesale houses are busy getting everything ready for a big year's business. Prices remain unchanged.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	25—29	90—0 95	85—1 10
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—Tapioca is somewhat easier on the primary market this week. The change is only slight, however, and is not likely to affect conditions here. Rice, if anything is a little firmer, but both are practically marking time just now.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
		Per lb.
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 19
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06½	0 07
Flake	....	0 06
Seed	0 06½	0 07

NUTS.—Shelled nuts have all taken on a firmer tone during past week and on primary market are slightly higher. Those in the shell continue unchanged. Brazils are rather easier and very scarce. But now that holiday trade is over there is very little demand for nuts of any kind.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 18
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS. — Little change has taken place in beans. Canadian beans, for some time none too strong are again a little easier while foreign continue pretty firm and in fairly good demand. There are a great many poor quality Canadians on the market which of necessity are giving place to the imported which are not only of finer quality but are hand picked.

Prime beans, per bush., new	....	2 80

CANNED GOODS.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2s, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 55
3's, Cabbage	1 00
2's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67½
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal. Apples, standard	2 55
Gal. Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal. Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal. Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50

2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s, Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal. Peaches, pie, not peeled	3 52½
Gal. Peaches, pie, peeled	4 37½
2's, Pears, Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal. Pears, pie, not peeled	3 52½
Gal. Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals. Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whols, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohos, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

WINNIPEG MARKET.

POINTERS—

Syrup—Reduced 10c.

Hand-picked Beans—Scarce.

Sugar—Down 5c.

Peanuts—½ cent off.

Winnipeg, Jan. 9.—Year is beginning well in wholesale grocery trade, although travelers are not all on the road, wired orders coming in have kept warehouse staffs quite busy and there is just as much doing now as there was before the commencement of the holiday season.

Collections are reported as fair though hardly up to expectations; the amount of cash trade is however satisfactory.

Outside of a reduction in syrups there is little to note in the matter of price changes in staple lines. Prunes are ½ cent per lb. cheaper. Peanuts are a little easier and Brazil nuts are practically unobtainable as are hand picked beans.

SUGAR.—Prices declined on Tuesday 5 cents per hundred pounds due to the large crops of raws. Demand is excellent, supplies adequate with market on the weak side.

Montreal and B.C. granulated, in bbls.	5 25
Montreal and B.C., in sacks	5 20
Montreal and B.C., yellow, in bbls.	4 85
Montreal yellow and B.C. yellow, in sacks	4 80
Icing sugar, in bbls.	5 60
Icing sugar, in boxes, 25 lbs.	5 85

SYRUPS. — Corn syrup has declined 10 cents per case and may yet go lower as all corn products are weak due to cheap corn, the U.S. crop being heaviest in many years.

Corn Syrup—	
2 lb. tins, per case	2 13
8 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—Prunes are quoted ½ cent lower by most of the local houses but coast reports indicate a situation of some strength and further declines are not probable. California sultanas are cheap, Smyrnas' dear.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05¾
90-100s, 10s, s.p.	0 05½
80-90s, 25s, s.p.	0 06¾
80-90s, 10s, s.p.	0 07½
70-80s, 25s, s.p.	0 07½
70-80s, 10s, s.p.	0 07½
60-70s, 25s, s.p.	0 07¾
50-60s, 25s, s.p.	0 07¾
40-50s, 25s, s.p.	0 09¼
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06¼
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¼ 0 09½
Smyrnas	0 13 0 15
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07⅝
1-lb. packags	0 08¾
2-lb. packags	0 17¾

COFFEES AND TEAS.—There is no new feature is the local tea and coffee trade. There is a somewhat improved demand for coffee which would no doubt be brisker with colder weather.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12¾
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 35 0 45

BEANS. — Beans and peas are firm since last reductions. There are practically no hand-picked beans obtainable here. Winter trade quite up to average.

Beans, hand-picked, per bushel	2 95
Beans, 3 lb. pickers, per bushel	2 85
Split peas, sack, 98 lbs.	4 25
Whole peas	2 90

NUTS.—Stocks of Brazil nuts are reported as exhausted. Peanuts are cheaper by ½ cent, and shelled walnuts 1 cent up. Trade has been heavy.

Brazil	0 13 0 14
Tarragona almonds	0 16¾
Peanuts, roasted, Jumbos	0 12
Peanuts, choice	0 09½
Pecans	0 17
Marbot walnuts	0 13½
Grenoble walnuts	0 16
Sicily filberts	0 11½
Shelled almonds	0 35
Shelled walnuts	0 30
Chestnuts	0 20

NEW BRUNSWICK MARKETS.

St. John, Jan. 9.—Usual lull which follows rush of holidays is now being experienced by local dealers. Travelers are however, resuming their labors and orders are beginning to come in again. Money is none too easy at the present writing. While business has been dull during the last week or more, it is not more so than the markets have been, for there has been hardly a movement in this connection. It is believed by dealers who keep thoroughly in touch with sugar situation, here, that the prospects for cheaper sugar during the year are bright and that there is every reason to expect lower prices or at least nothing higher in quotations. Recent advices from leading houses are to the effect that crop, speaking generally, was very large.

One of the oldest dealers here says he looks for much easier year in provision market during 1913. The flour market is like the rest, slower than usual, but indications are there may be strengthening during the next fortnight or so. Stocks of molasses in St. John are light.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	2 85
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 32	0 36
Butter, creamery, per lb.	0 28	0 30
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string		1 02½
Corn, doz.		1 10
Peas, No. 4		1 40
Peas, No. 3		1 42½
Peas, No. 2		1 45
Peas, No. 1		1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.		2 20
Strawberries		2 20
Tomatoes		1 65
Cornmeal, gran.		4 85
Cornmeal, bags		1 55
Cornmeal, bbls.		3 25
Eggs, hennery	0 45	0 50
Eggs, case	0 35	0 40
Flour, Manitoba	6 25	6 35
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled		5 50
Oatmeal, std.		6 05
Pork, domestic mess	25 75	26 00
Pork, American clear	26 00	28 50
Potatoes, barrel, new	1 80	2 25
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

RAPID CHANGE FROM WHEAT TO FLOUR.

The first train load of No. 1 Northern wheat over the Transcontinental Railway via Cochrane reached Port Colborne, Ont., on January 1 at midnight. There it was unloaded, milled and reloaded in less than twenty-four hours, a record time. The product left January 2 for St. John, from which port it will be carried by boat to South Africa.

How Edmonton Co-operative Store Will Work

Has Been Organized With —$100,000 Capital—Products of the Farm Will be Sold at Farmers' Prices — Farmer Will Get Goods in Return to Value of What His Goods Can be Resold at—Trade Unions to be Interested.

Edmonton, Alta., Jan. 9—(Special).—The Pioneer Trading Company, incorporated recently under the laws of the Province of Alberta with a stated capitalization of $100,000 in 5,000 shares, each of a par value of $20, has opened a co-operative store here, with the intention of establishing branches throughout the city and small factories and wholesale depots in various parts of central Alberta.

J. A. MacDougall, the manager, announces that all products of the farm will be sold at farmers' prices, based on a fair profit for labor and capital invested also that it is planned to use the branches to collect farm products for quick dispatch to the central distributting point in Edmonton, where the shareholders and others can obtain staple commodities at reasonable prices. The list of stockholders contains the names of prominent farmers in the Edmonton district.

To Let in Trade Unions.

"The co-operative scheme is not to be confined solely to the farmers," Mr. MacDougall added. "Steps will be taken in the near future to secure the co-operation of the trade unions of Edmonton by enlisting their members as shareholders and giving them the benefit of the profits derived from the business as well as the benefit of direct dealing with the farmers.

"Thirty-three per cent. of the profit will be set aside to enlarge the business, the rest being paid as dividends to shareholders. We expect to guarantee a dividend of 8 p.c. annually, but that is only a small item. Where the shareholders will derive the greatest benefit is in the opportunity afforded them to sell their products and purchase their commodities at prices that do not have to bear a large profit to the middle man.

"At first it was thought advisable to make the guaranteed dividend larger but the directors finally decided it would be more in the spirit of co-operation if, instead of declaring a large dividend, the margin of profit to the company on the business were cut down.

Where Profit Comes From.

"Following out this policy the company will purchase butter, eggs and other commodities from the farmers and give in trade, the same price that is paid for them by customers at the store. In such cases the company gets its margin of profit in the turnover on the goods sold to the farmer in trade for his products. Incidentally, the wide margin that so often is found between the price the farmer gets for what he raises and the price paid for it by the consumer, is entirely eliminated."

* * *

Editorial Note.—It would appear that the system referred to in last paragraph —giving the farmer goods to value of what the city people have to pay for produce he brings in—is not any too sound. The company relies on its profit from the turnover on the goods sold but gets nothing for time, work or money spent on getting in country produce, storing or selling it. It does not even pay its share of overhead expenses. Any retail firm in any event is entitled to a margin on goods sold.

BUSINESS ON CASH BASIS.

London Dealer Does $10,000 Worth of Trade First Year in Small Store.

London, Ont., Jan. 9—(Special).—An illustration of what can be done in the way of a strictly cash grocery business is given by C. M. Newans, of South London. Mr. Newans built a small brick store about 15 x 30, one story with basement, and put in a stock of staple groceries, less than one thousand dollars worth. His store is situated about two blocks away from two other grocery stores that cater to the same neighborhood and have up-to-date methods, such as calling for orders, prompt delivery, etc.

In the face of this Mr. Newans did ten thousand dollars worth of business the past year.

When a person considers that this is Mr. Newan's first year in business and he has no delivery outside of what he carries on his arm it is remarkable. His daughter, about 16 years old, is all the help he has in the store, so one can see his expenses are a mere trifle. Mr. Newans states he learnt a lesson many years ago, when he ran a large grocery store on the main street on the credit system. In the interval he has been a market gardner.

CALIFORNIA'S BIG YEAR.

The fruit season just passed in California, is remarkable as the heaviest in shipment of deciduous fruits that that state has ever experienced. Exclusive of apples, there were shipped in 1909, 13,117 carloads of twelve tons each, which was the greatest shipment known up to that time. In 1911, 12,544 carloads of thirteen tons each were shipped, and in 1912 there were 13,341 thirteen-ton cars shipped in all. The season was opened by the shipment of the first carload of cherries on the 8th of May. Looking over the records of last year it is noted that the first shipment of that season was made from the same shipping point on May 10. There was practically no difference in the earliness of the two seasons. That of 1911 was later by two weeks than the average, and it is unfortunate that the season just past should have been practically a duplicate of it. It cannot be said, however, that as much financial loss resulted to the State last year, owing to the lateness, as was the case in 1911.

TRADE NOTES.

Wm. Painter, a Hamilton, Ont., grocer, died recently.

Geo. S. Bartlett, proprietor of the King Edward grocery, Chatham, Ont., had the distinction of running second in the Chatham aldermanic race, polling 1,160 votes. This showing is all the more creditable as this is the first time Mr. Bartlett has aspired to office.

William Griffith, J.P., a former wholesale grocer in Toronto, passed away on Tuesday. He was one of Toronto's oldest business men and head of the one-time wholesale grocery firm of W. & R. Griffith whose place of business was at the corner of Front and Church Streets. He retired more than twenty years ago when he was appointed on the staff of H. M. Customs. He was eighty-five years old.

Despite the hard work of the season, the employees of the W. H. Stone Co., Winnipeg, were full of the Christmas spirit, making several presentations after the doors finally closed on Christmas eve. To A. E. White, manager of the up-town store, the staff presented a beautiful leather chair. W. McCrea, for fourteen years a member of the staff, was also remembered, a fine case of pipes being given him. W. Percy White, manager of the St. John branch, was surprised by his staff, a silk umbrella, suitably engraved, being placed in his hands. All the recipients expressed their pleasure at the good will behind the gifts.

Damage Reported to Californian Fruits

While Reports Claim Frost Has Caused Great Havoc, it Will Not be as Large as Indicated— Lemons Firming in United States—Celery Cutting in California Interfered With by Frost——Strawberries Coming More Freely.

Recent despatches from California bring varied reports with regard to the amount of damage done to the orange and lemon crops by frost. That a great amount of damage has been done there seems little doubt and all reports go to confirm this. But as yet no definite estimate can be had regarding the exact damage. It will take two or three weeks' time anyway before such information can be obtained.

Demand for lemons keeps good for season. In the United States lemons are very firm and are about due for an advance. In all probability this will affect prices here and cause them to go up also.

Florida oranges still continue a bit scarce. Some of the packing houses have already opened but a number will not commence business again till after Jan. 15. More navels are coming on now. Business keeps brisk for season and considerably better than at same time in other years.

The cold snap has also interfered somewhat with celery cutting in California. Shipments are again beginning to come in, however, and through brisk demand are being rapidly disposed of and at very fair prices.

MONTREAL.

GREEN FRUITS.—Trade has become duller but yet some fairly large orders have been booked. Still the heavy purchases made by consumers recently must cause a lull. Oranges are going well as are grape fruit and lemons. Cranberries are still firm but they will soon be neglected when an easing off will take place.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	....	5 50
Oranges, late Valencias	....	4 50
Pineapples, Cubans, cases of 24	....	6 50
Grapes	2 25	2 75

VEGETABLES. — Detail demand is only fair. Celery is keeping up while potatoes are also firmer. Cabbage is stronger while Canadian beet is also selling a little more freely. Canadian onions are not over plentiful.

Spanish onions, large case	....	2 50
Canadian red onions, per lb.	....	0 01¾
Wax beans, in hampers	....	4 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
New potatoes, bag	....	1 00
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	....	0 25
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—An advance shipment of Sicily bitters arrived here Tuesday. Quality is said to be excellent. Oranges are fully colored and come in sizes 200, 160, and 300. Brokers and dealers seem well satisfied with first samples of crop.

Strawberries now seem a staple line on this market. Shipments come from Florida and being packed in ice lined boxes arrive here in splendid condition. By the box prices range from 40 to 60 cents, while some have been sold in crate lots at 30c.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bbl.	....	2 25
Greenings, No. 2, per bbl.	....	3 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 25
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	11 00	12 00
Cranberries, crate	3 25	3 75
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, per case	....	3 50
Kumquots, per quart	....	0 25
Lemons, Messina	2 75	3 50
Oranges, Florida, case	2 75	3 25
Navels, per case	2 50	3 25
Mexican oranges, per box	....	2 25
Pineapples, per case	4 00	4 50
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90
Strawberries, per small box	0 40	0 60
Tangerines, per strap	4 00	5 50

VEGETABLES.—With the reawakening of business after the holiday many more potatoes have been offering than before. Stocks are good but owing to light demand there has been an easing off in prices. Prices range considerably lower than a week ago.

Large supplies, both of Canadian and Valencia onions have been received lately and though moving fairly freely are passing out just a little too slowly to suit local dealers. Canadian yellow danvers are in greatest demand. Quality in them continues up to high standard noted in all last years crop.

A large shipment of sweet potatoes has recently been received and is said to be of fine quality and average size. Prices quoted are $1.50 per hamper.

Beets, per bag	0 65	0 75
Carrots, per bag	....	0 65
Cabbage, per dozen	....	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	5 50	6 00
Cucumbers, Boston, hot house, doz.	....	2 00
Lettuce, doz. bunches	0 25	0 30
Lettuce, Boston heads, hamper	....	3 25
Mushrooms, per lb.	0 65	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Potatoes, Ontario, per bag	0 90	1 00
Potatoes, New Brunswick	1 00	1 10
Parsnips, per bag		0 75
Turnips, per bag	0 35	0 40
Tomatoes, hothouse, per lb.	....	0 30
Sweet potatoes, hamper	....	1 50
Cauliflower, per case	....	4 25

WINNIPEG.

FRUITS AND VEGETABLES—Green fruits are a little quiet, Ontario apples are easier. Malaga grapes and cranberries high, oranges and lemons lower. Imported green vegetables have pretty well taken the place of local stuff.

Frozen cranberries	....	10 00
Malaga grapes, kegs	8 50	10 00
Navel oranges, case	3 50	3 75
Bananas, per bunch	2 50	3 50
California lemons, crate	7 00	7 50
Washington apples	1 50	2 25
Ontario tomatoes	....	0 75
Ontario apples	4 50	5 50
Cranberries	....	14 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Pears	....	4 00
Valencia onions	....	2 00
Sauerkraut, lb.	....	0 04
Califirnia tomatoes, case	....	2 75
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet potatoes, barrel	....	6 50

The Oceanic Oyster Co. of Canada, Ltd., have opened an office and distributing station at 609 St. James Street, Montreal, for the purpose of taking care of their Canadian trade in steel and bulk oysters. They also are putting on the market oysters in glass jars.

A Firmer Tone to the Flour Market

Due to Uneasiness in Mill Feed Market—Mill Feed Being Exported to Eastern States—Some Firms Quote Decline But This is Not General—Cornmeal Market Lively But Easiness is in Sight—Rolled Oats Decline.

Just what exact conditions in the flour and cereal market are this week is hard to state. Mill feeds are again in the limelight. That there is a surplus on market seems obvious. As stated a week ago there was some indication that mill feed would be exported to the Eastern States, and this week has seen the report confirmed to some extent anyway. Were large quantities to be exported in this way, surplus would soon be worked off the market and prices again stiffen.

At present there is considerable difference in prices quoted by different mills, especially on bran which shows a range of $2 per ton. The whole mill feed market seems easier, and some even go so far as to predict a general decline. What the future will be is hard to state.

Prices on corn have again stiffened in Chicago. This is attributed to some demand for export and to disinclination of farmers to sell at present low prices. Higher prices would immediately induce larger marketing by farmers which again would effect a decline.

Up to preset mills have been greatly rushed with filling orders and have not been able to make cornmeal fast enough. There is possibility, however, that orders will soon run down and then competition will tend to lower prices.

Business keeps up much beyond expectations. "We've done more business already than we counted on doing before the 15th," said one man last Tuesday.

MONTREAL.

FLOUR.—Considering season of year local demand is fairly satisfactory, but calls for export are few, and millers are not at all busy in this department, nor are there any immediate signs of an improvement. Winter wheat flour is in fair demand and prices are well maintained.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba atraight patents, in bags		4 90
Manitoba strong bakers, in bags		4 70
Manitoba second, in bags		4 30

ROLLED OATS. — Business is still quiet at same prices as last week. After holiday effect is over we may see more active market. Oats are now at fairly low figure compared with corresponding period during recent years, and a decline may be expected.

Fine oatmeal, single bag lots		2 53
Standard oatmeal, single bag lots		2 53
Granulated oatmeal, single bag lots....		2 53
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots		2 20
Rolled oats, jute bags, 90-lb. single bag lots		2 30
Rolled oats, cotton bags, 90-lb. single bag lots		2 35
Rolled oats, barrels		4 65
Rolled wheat, bbl.		2 75
Hominy, 98 lb. sack		2 30
Bolted cornmeal, 100 bags		2 25

TORONTO.

FLOUR.—Flour has taken on firmer tone this week owing to slight uneasiness in mill feed market. Freight rates continue firm and a good export trade is being done in wheat for forward delivery. This would indicate that present values are considered good and that prices would not go lower. At present more wheat is offering and is moving readily.

Manitoba Wheat.		
1st patent, in car lots, per bbl....		5 30
2nd patents, in car lots, per bbl....		4 80
Strong bakers, in car lots, per bbl....		4 60
Feed flour, in car lots, per ton 30 00		32 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption...	4 55	4 85
Straight roller, domestic consumption...	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Cornmeal is scarce article on the market to-day. While corn can be had in large quantities, mills have been so busy that it has been very difficult to get this ground. In order to help out temporarily some mills have been trying to buy from others, but with little success. In Chicago corn has stiffened up a little, but locally prices on cornmeal have been slightly reduced.

On Wednesday rolled oats declined 15 cents a barrel or 7½ cents a sack. This was in face of fairly busy operations on part of mills but situation in oat market warranted the change.

Rolled oats, small lots, 90 lb. sacks		2 22½
Rolled oats, 25 bags to car lots....		2 12½
Standard and granulated oatmeal, 98-lb. sk., small lots		2 35½
Rolled wheat, small lots, 100-lb. bbls....		2 75
Rolled wheat, 5 barrel to car lots		2 65
Cornmeal, 98 lb. bags, 25 bag lots		1 90
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Earlier in week word was spread around that millfeed had slumped another dollar. Some mills have reduced their prices to this extent, and some even quote $18 per ton for bran f.o.b. Toronto, but reduction has not been general and prices are still quoted at last week's figures.

Mill feeds have been exported during past week to Eastern States and this has tended to remove the local surplus. If this condition continues mill feeds will again stiffen up.

Bran, in car lots, per ton		20 00
Shorts, in car lots, per ton		23 00
Middlings		25 00

WINNIPEG.

FLOUR AND CEREALS.—A fair export trade and good local demand is reported in flour circles at prices unchanged.

Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	1 90
Granulated oatmeal	2 70
Cornmeal, 98 lbs.	2 20

HELPS LESSEN INVENTORY WORK.

In taking an inventory of goods in stock there are certain things that do not have to be done every year if records are kept. One of these is finding the tare of containers. For instance if weights of spice drawers, biscuit tins, jars containing rice, tapioca, etc., are kept, the work of weighing them will not have to be done year after year. To facilitate this work a Chatham, Ont. grocer marks the tare on any container of this character where it will not get rubbed off, and where it can be easily seen. The weight of the contents is therefore secured by one weighing only.

A NEW DUNDAS STORE.

Dundas, Ont., Jan. 6.—A few weeks before Christmas "Carroll's" of Hamilton, Ont., opened a branch store in Dundas, Ont., thus adding the ninth link to their chain. This store is a model of effective display and modern equipment. The store is in the heart of the business section and is brilliantly lighted. It is equipped with many modern labor saving devices and the bin arrangement is especially attractive. This branch is in charge of a lady manager.

Farmers' Market Conditions in Two Towns

Restrictions Against the Retail Grocer in Collingwood Had Effect of Raising Prices to the Consumer—How the Grocers Successfully Combated This Situation—By-law Now Rescinded—In Welland There are No Restrictions — Prices are High But Retail Grocer Gets Little of the Produce Business.

In many towns and cities in Canada retail grocers are restricted from entering the farmers' market and purchasing for re-sale until a certain hour. In some cases this is 10 o'clock and in others 11. If found buying prior to the restricted hour, a fine results.

The idea of this is, of course, to give the townfolk first call on the produce on the market—the bringing together of producer and consumer.

Restrictions Were Cancelled.

These restrictions evidently do not work out to the advantage of the farmer, the consumer and the town in all cases. A short time ago the Collingwood, Ont. town council, yielding to the clamor raised by a few ratepayers, who claimed the grocers and privision dealers were holding them up for high prices, passed a by-law prohibiting retailers purchasing their supplies on market days before 11 a.m. The hour was subsequently changed to 10 o'clock. A large store in the town hall was fitted up for the farmers to display their goods in. A caretaker was also provided, whose duty it was to keep the place warm when necessary and to have a general oversight of the place.

Prices Went Higher.

For some time the plan seemed to work well, and was well patronized, but by degrees the purchasing public came to realize that they were paying prices much in excess of what retailers asked. That selling prices were agreed upon amongst many farmers, could scarcely be doubted. In the meantime the dealers took the matter philosophically. They purchased the bulk of their supplies in outlying towns, advertised their prices fully in the local newspapers, with the result that their business rallied from the slump caused by the opening of the retail market. In addition they found it easier to demand cash from the customer. The complete failure of the market to inaugurate lower prices as anticipated, decided the council to rescind the by-law and make the premises used once more a revenue producer. This latter action of the council is warmly approved in a recent issue of a Collingwood paper. It states that the scheme instead of attracting a larger number of farmers had the very opposite effect, and was a decided detriment to the town while in operation.

Conditions in Welland.

In Welland, Ont., according to retailers there the market as operated at present is keeping prices of certain goods up although situation is quite different from Collingwood. Butter, for instance, that can be bought in Toronto for 32 cents is 35 in Welland.

A. J. Coniam, a grocer in that town, and formerly of Toronto, related to The Grocer some of the conditions existing there.

"There are no market restrictions whatever," he stated. "On Tuesdays, Thursdays and Saturdays all kinds of produce are freely offered for sale, the prices invariably being higher than surrounding towns, in fact in many instances exceeding retail prices in Toronto. When the rush is over on the market the farmers and hucksters betake themselves to the side streets with what happens to be unsold, peddling it from door to door. The result of this procedure is that the grocers find it unprofitable to carry much produce stock, as the majority of the people patronize the market."

Organization Required.

Mr. Coniam admitted that these conditions could be successfully combatted, and the public supplied at lower prices, and in better condition by the grocers and produce men, but unfortunately, there was little cohesion amongst the trade in his community. Unless a better spirit prevailed, and grocers were agreeable to work amicably together, the present unprofitable state of affairs for dealers in this line would continue, and at same time the consumer would continue to pay more for certain goods than he would if conditions in the grocery trade were better.

Another Welland dealer spoke along similar lines. He maintained if the grocers could bring in a carload or two of potatoes, or a large quantity of butter, advertise them and get after the trade, they would not only get the business but bring prices to a lower level.

IMPORTANCE OF NORWEGIAN SARDINE INDUSTRY

Stavanger Has Some Forty Concerns Canning This Fish Turning Out Total Estimated at 80,000,000 Tins Yearly—One Firm Employs 1,800 People—Where and How Sardines are Caught —Fishing Has Not Been Good Lately.

The sardine and other fish packing industry in Stavanger, Norway, is the chief industry in that city of 40,000 inhabitants. So says Sverre Bjelland, of Chr. Bjelland & Co., packers of King Oscar sardines, who is now in Canada on a business trip. Mr. Bjelland has completed a trip through the United States and Western Canada, and was this week in Hamilton and Toronto. When he leaves Canada for home on January 22, he will have spent three months on this continent—his first western trip.

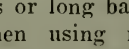
In Norway, Mr. Bjelland says, sardine fisheries and canning supply occupation for a great many people. His company alone have 13 factories, employ some 1,800 men and pack 30,000,000 tins annually. The total estimated output of sardines in Stavanger is placed at about 80,000,000 tins a year.

"Sardines are caught in the Norwegian fjords or long bays," he stated, "the fishermen using nets which are dragged through the water and a great many are caught at one time in these.

'This fish is found the whole year in the fjords but there is a close season between Feb. 1 and May 15, when they are not allowed to be caught. While fishing is allowed the remainder of the year, the best sardines, however, are caught between July and September."

During the past three or four months sardine fishing has been quite poor—practically a failure, thus lending strength to the market. The cause of this is due to the fact that the fish have gone down into very deep water.

As intimated above the fishing and fish canning industries of Norway are very important. Norway, Mr. Bjelland says, is a canned goods country. While sardine canning has made rapid progress during the past 28 years, it is still in its infancy and has a great future—much the same as has fruit and vegetable canning in Canada. There are some 40 concerns in Stavanger engaged in the industry.



First Clerk—"How many people work in your office?"

Second Clerk—"Oh, I should say roughly about a third of them."

Trouble Met with in Fish Supplies

Quantity of Western Fish Difficult to Secure—Lack of Ice Prevents Fishing—Lobster Fisheries Off Nova Scotian Coast Hampered by Storms—Halibut and Salmon Quite Firm—Oysters Selling Well.

With limited supplies in many lines and a heavy seasonable demand fish trade during the past week has been quite active. And with cold weather now setting in and several festivals ahead there is still every reason to believe that trade will continue brisk for some time to come.

Shortness of supplies of Western lake fish is making conditions more critical than ever. With a late winter and no ice for fishermen to get out on, supplies coming forward have been slow and shipments light so that now dealers are away behind.

Both halibut and salmon continue firm, supply and demand warranting an early advance.

Demand for oysters keeps very heavy. Up to the present time supplies coming forward have been pretty heavy but now with greater signs of colder weather shipments are likely to become a little lighter. Oyster growers are in rather an anxious state of mind under present weather conditions.

MONTREAL.

FISH.—With a few more festivals ahead fish business is strictly active and it looks as if there will be no slackening for some time to come. All lines of prepared fish are moving freely while smoked are also in good demand.

FRESH AND FROZEN.

Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	....	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	....	5 50
Shredded cod, 2 doz. in box, per box	....	1 80
Boneless strip cod, 30-lb. box	....	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	....	10 00
New Labrador herring, per bbl.	....	5 50
New Labrador herring, per half bbl.	....	3 00
No. 1 mackerel, pail	....	2 00
No. 1 mackerel, half bbls.	....	8 00
Lake trout, kegs	....	6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	12 50

SMOKED.

Bloaters, box	....	1 25
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, fancy, 15-lb. boxes, per lb.	....	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	....	0 11
Herring, new, smoked, per box	....	0 15
Kippers (small), per box of 50 fish	....	1 25
Smoked salmon, per lb.	....	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	....	0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.	....	1 90
Bulk standards, gal., $1.40; selects	....	1 60

TORONTO.

FISH.—Halibut still continues firm and chances are that prices will again be advanced. Supplies are scarce and demand much heavier than can readily be met.

Smoked fillets have advanced 1 cent this week and are now quoted at 12 cents. On account of colder weather setting in and boats being unable to go out so easily higher prices are likely to rule for some time.

Salmon are still firm and an advance though not yet made is still anticipated.

Western lake fish are coming in slowly. Visible supplies are now far short of demand.

FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50
Lake Superior herring, per 100	....	3 50

FRESH CAUGHT FISH.

Steak, cod	....	0 08
Haddock	....	0 07
Herrings, per lb.	0 05	0 06
Perch	....	0 07

SMOKED.

Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Stormy weather during past week has proved disastrous to fishermen along the coast, especially the lobster men. Heavy damage to the lobster gear is reported, and as result fishing has been temporarily paralyzed. Since first shipment of 80,000 live lobsters to the Boston market, the exports have been unusually small for the season of the year. There is a scarcity of fresh fish. Few smelts are coming on the market, and there is practically no halibut to be had. There is a fair demand for pickled fish, and smoked fish are quite active.

WINNIPEG.

FISH.—There is seasonable demand for fish and market is well supplied with all lines. Trade in oysters has been active.

Fish—		
Oysters, per gallon	....	2 75
Frozen salmon	....	0 11
Frozen halibut	....	0 09
Fresh whitefish	....	0 08½
Fresh pickerel	....	0 08
Block cod	....	0 10
Haddock	....	0 06
Finnan haddies	....	0 08
Holland herring, keg	0 68	0 75
Kippers, box	....	2 00
Smoked cod	....	0 12
Goldeyes, dozen	....	0 50
Labrador herring	....	4 50

Produce & Provisions

New Zealand Butter a Factor on Market

While Not Playing Important Part in Eastern Canada Yet Its Importation Relieves Situation and Tends to Weaken Prices—Produce Men Would Welcome Colder Weather—This Would Help Move Out Storage Eggs Better—New Laids in Greater Supply—Provisions Rather Quiet Yet.

Little change has taken place in situation of any of provision markets this week. Much seems to depend upon weather conditions, and a cold snap setting in now would help greatly in stiffening business.

This week brings an inquiry from the West for butter but judging from offers made, conditions of supplies cannot be very bad. However, supplies will need to be replenished soon and figures asked by dealers in the East will need to be met. Rates in Canada are still several cents higher than in England, New Zealand and Australia and thus Canadian dealers are able to import at a profit. But so far as quality is concerned Canadian creamery butter as a rule still takes the lead, so that demand for it will in all likelihood continue heavy. Fresh Canadian makes have been coming in more heavily than during past couple of weeks but demand continues brisk and has taken up all fresh supply.

Fresh eggs are now coming from all of Western Ontario in large quantities. In the eastern provinces they are still rather scarce and high prices prevail. Large supplies are said to be coming into Chicago and may be had there for 24 cents per dozen. After paying freight and duty Ontario dealers are able to offer these to the trade at 35 cents per dozen. Thus the Southern market is influencing conditions here to a certain extent.

Provision market has taken on a firmer tone this week owing to shortage of supplies. Offerings in hogs have been light for some weeks and with a fairly active demand for smoked meats supplies have been greatly cut into. Thus a general firmness prevails.

MONTREAL.

PROVISIONS.—Local situation is somewhat firmer owing to available supplies being short. Smoked meats at present are not very active as buyers have carried over an amount after Christmas. Lard in spite of present indications looks to have firmer future.

Long clear bacon, heavy, lb.	0 14	
Long clear bacon, light, lb.	0 15	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 14¾	
Large sizes, 20 to 28 lbs., per lb.	0 16½	
Medium sizes, 15 to 19 lbs., per lb.	0 17	
Extra small sizes, 10 to 14 lbs., per lb.	0 17½	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17	
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 19	
Breakfast bacon, English,- boneless, per lb.	0 19½	
Windsor bacon, skinned, backs, per lb.	0 22½	
Spiced roll bacon, boneless, short, per lb.	0 16½	
Boiled ham, small, skinned, boneless	0 25½	
Hogs, live, per cwt.	....	8 60
Hogs, dress, per cwt.	12 50	12 75
Pure Lard—		
Boxes, 50 lbs, net, per lb.	0 15¾	
Cases, tins, each 10 lbs., per lb.	0 16¼	
Cases, tins, each 5 lbs., per lb.	0 16¾	
Cases, tins, each 3 lbs., per lb.	0 16½	
Pails, wood, 20 lbs. net, per lb.	0 16	
Pails, tin, 20 lbs. gross, per lb.	0 1[illegible]	
Tubs, 50 lbs. net, per lb.	0 15½	
Tierces, 375 lbs., per lb.	0 15¼	
One pound bricks	0 16½	
Compound Lard—		
Boxes, 50 lbs., per lb.	0 10¼	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½	
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¾	
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½	
Pails, wood, 20 lbs. net, per lb.	0 10	
Pails, tin, 20 lbs. gross, per lb.	0 10½	
Tubs, 50 lbs. net, per lb.	0 10¼	
Tierces, 375 lbs., per lb.	0 09¾	
One pound bricks	0 10¾	
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00	
Canada short cut back pork, bbl., 45-55 pieces.	27 00	
Heavy short cut clear pork, bbl.	25 00	
Clear fat backs	28 00	29 00
Heavy flank pork, bbl.	26 50	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 14	
Plate beef, barrel	17 00	18 00

BUTTER.—It was stated in recent issue that importations of New Zealand butter would necessarily have a disturbing effect on local market. The general easiness prevailing at present for fresh made creamery may be attributed to the latter, and prices are lower. Of course New Zealand butter, as a general rule, can scarcely be said to be as high in quality as the Canadian creamery now offering. But if conditions remain as they are now creamery men will not receive as high a price from dealers, as a lower price will be offered to make sure of free buying on part of consumer. It might be added, though, that the market in England for New Zealand butter will have a lot to say as to movement of our market, as an advance on the other side would mean immediate firmness here.

Creamery blocks	....	0 32½
Dairy tubs, lb.	0 26	0 28

EGGS.—Owing to milder weather which set in quite recently fresh laid eggs are coming in more freely, but this little hustle on part of the hen is not regarded seriously. The market at present has not eased to any great extent here. Indeed prices are likely to move higher because we are now facing a cold season ahead.

New laid eggs, per doz.	0 45	0 50
Selects	....	0 32
No. 1's	....	0 28

TORONTO.

PROVISIONS.—Dressed meats have been selling well at local houses during past few days. Shipments of hogs now arriving, while a little heavier than last week, are still quite light and are beginning to cause scarcity of goods. Under present conditions prices remain firm and look as if they would continue so. Little change is anticipated.

Though price on fresh pork keeps high, lard continues low, which seems just a little strange. The market, however, is firm and the general tone good.

Prices except on hogs remain without change.

Smoked Meats—		
Light hams, per lb.	0 16½	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14	0 14¾
Lard, pails, per lb.	0 14⅜	0 15
Lard, compounds, per lb., tierces	0 09¼	0 09¾
Live hogs, local	8 35	8 40
Live hogs, at country points	....	8 10
Dressed hogs	11 50	12 50

BUTTER.—Trade in the butter market lately has consisted chiefly in what might aptly be called a hand-to-mouth business. Everybody seems fairly well supplied just now, and between that and weather conditions no one is in-

duced to buy heavily and stock up. Orders are confined greatly to daily wants. Plenty of storage is on the market now and fresh makes are coming in fairly well with probability that they will be heavier soon. At present market is pretty dead and practically without tone.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 26	0 28
Dairy solids	0 23	0 25

EGGS.—The egg market is at present purely a weather market. Bad weather continuing would cause even a further slump in the markets while a cold snap coming now would tend to stiffen prices in the South for at least a short time. At present the United States market is weak. "We're not buying a nickle's worth more eggs than we need just now," said one man this week.

New laids are coming in much more freely now and prospects are that supply of these will increase as time goes on.

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Storage, per doz.	0 25	0 26
Pickled, per doz.	0 25	0 26

CHEESE.—Though the cheese market is rather quiet as yet after the holiday still a good firm feeling prevails. Most cheeses now sold are Septembers and Octobers and in these quality is fine. Some Novembers, however, are still on the market, and owing to quality being pretty mild are not being worked off fast.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 18

POULTRY.—After holiday rush poultry is pretty quiet. Deliveries are light. Some live is still coming in and a few dressed, but owing to light demand dealers are not buying at all heavily. Prices remain unchanged.

POULTRY (prices paid to country merchants):	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Roosters	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 10	0 12—0 13

WHOLESALE PRICES (to city dealers).		
Spring chickens, dressed, lb.	0 12	0 18
Spring ducks, dressed, lb.	0 14	0 16
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

HONEY. — Quietness prevails in honey market and little is moving. A good firm feeling continues, however, with unchanged prices.

White clover honey, in combs, fancy, doz.	....	3 00
White clover honey, in combs, No. 1, doz.	....	2 65
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

WINNIPEG.

PRODUCE AND PROVISIONS.—The demand for cured meats is quiet following the unusually heavy demand during the holiday season. Manitoba cheese is quoted at an advance and imported eggs are down 1 cent. Butter steady. Lard has declined further.

Lard, tierces	....	0 13⅜
3 lb. tins, cases	....	8 70
5 lb. tins, cases	....	8 65
10 lb. tins, cases	....	8 55
20 lb. pails, cases	....	2 80
50 lb. tubs	....	6 90
1 lb. bricks	....	0 15
Cured Meats—		
Hams	0 15½	0 18½
Long clear	....	0 15½
Short clear	....	0 15¼
Shoulders	....	0 14¼
Bacon	0 20	0 22½
Cheese—		
Ontario, large	....	0 15½
Ontario, twins	....	0 15¾
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 35	0 37
Dairy	0 29	0 30
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, shortage	....	0 23

Are U.S. Egg Importations Alarming?

Ottawa Despatch Claims Canadian Egg Men are Becoming Anxious—What Some Wholesale Provision Men Have to Say—Canadian Dealers Packed Eggs in United States and are Now Bringing Them on Market—Weather Playing an Important Part.

Toronto, Jan. 9—(Special).—The following despatch from Ottawa on the egg market will be interesting reading for the trade:—

The newest thing in trade troubles is the conduct of the egg, more especially the United States egg, product of the prolific American hen. It is coming into Canada. Representations made to the Government indicate that the advent of the United States egg under existisg circumstances is viewed with alarm by Canadian egg interests.

The egg trade across the border appears to be in a somewhat disorganized condition, seemingly due to the efforts of housekeepers' leagues in making war on high prices. The situation is abnormal. Eggs are said to be selling in several cities close to the border at prices far below what it costs to buy and store them. Egg men on this side of the line have a winter's supply, procured at prices several cents higher than those now being charged at the border.

A Grocer representative took up this matter with some of the leading wholesale produce merchants who state that there is nothing startling in the egg outlook except those conditions which are the natural result of the soft weather.

Many Canadian dealers purchased eggs last summer and had them stored in the United States. The increase in importations is due to these dealers bringing across their purchases.

The Weather a Big Factor.

"The slump in the egg market is due entirely to the weather," was the remark of one man. "The mild weather has increased the local supply of 'strictly new laids,' and as there is only a limited market for high-priced eggs, the price naturally had to come down. The consumption of eggs at popular prices will be sufficient to take care of the surplus stock."

It was generally stated that for the last six years United States cold storage men have made money, asd last year the abnormal weather conditions increased this profit. This year spurred on by the success of last year the cold storage dealers bought up every available egg paying more for them than conditions warranted.

The advices from several leading United States markets show the pack to be 22 per cent. greater than is 1911 and Canadian packs were similarly heavy.

"Had the weather continued firm," stated another produce dealer, "the result would have been different and should the temperature stay down the price of eggs will be firmer."

One dealer reports that many new-laid eggs coming from local farmers are saltpacked eggs washed up for the occasion and sold as the real article. This deception makes the dealer cautious as he has to guard against this loss, consequently he cannot pay as much as he otherwise would if this deception were not practised.

Toronto storage men report that their supply of eggs is going out nicely. In fact one man is oversold 539 dozen this week. Several contracts have been cancelled and deposits forfeited but the general opinion is that should the present soft weather continue there will be a decided slump and in the event of a cold snap prices will advance.

Pretty Much Fiction.

The statement in the Ottawa despatch reprinted above that "the advent of the United States eggs is viewed with alarm by the Canadian egg interests" is mostly fiction, according to the wholesalers.

There is nothing alarming in the present situation, they think, which will readjust itself with the colder weather. In fact eggs have been brought into Canada from the States frequently during past couple of years.

The supply of Canadian eggs is considerably less than the demand. This condition has existed for some time and until the domestic supply is sufficient to meet the home demand the United States egg will not be imported. Two of the dealers interviewed made purchases in Chicago this week but state that the difference in price is very slightly in favor of Chicago. The egg production is governed by the weather. The mild weather tends to increase the egg production while cold weather decreases it.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 35
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 3c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozeu	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beaucbemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour, per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freigbt allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb..	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorbam & Co., Halifax, N.S.; Bucbanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss. ..	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 60
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

Canned Meats

The latest addition to Gunns Pon-Honor products,
LUNCH TONGUE, OX TONGUE, CORNED BEEF,
PORK & BEANS (Plain and with Tomato Sauce)
Popular sizes, Attractive packages, Right price.
The name Gunns is guarantee of quality. Stock well, good sales assured.

GUNNS Limited

Packers and Refiners

TORONTO

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured than the "Star Brand," put up by

F. W. FEARMAN CO.

LIMITED

HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE."

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo. 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
½ gal. 20s	2 25

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemon ade, St. Nicholas, 50 qts.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs., 3-lb. bars, lb.	0 09
Case 25 lbs, 11-lb. bars, lb	0 08
Case 50 lbs. ¾-lb. bars, cs	3 75
Case 200 lbs. 3½-oz., case.	3 75

"La Lune," 65 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 50 lbs, ¾-lb. bars, case	3 35
Case 100 lbs., 3½-oz. bars, case	1 80
Case 200 lbs., 3½-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	3 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10¼
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases 5 lbs., 12 to case.	0 10⅝
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	$10 20
Floriola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

More Profit for Grocers

Some grocers who figure Costs and Profits are reluctant to sell cereals that do not pay a fair profit.

There is every reason why **Post Tavern Special,** the new hot porridge, should have the hearty support of grocers, and become the leading seller. It pays the grocer better profit, and fully satisfies consumers.

Post Tavern Special has quality. The skillful blending of Corn and Rice with Wheat, the result of research by food experts, produces an improved flavor.

Not only is the grocer's profit much more liberal than on competitive products, and the quality the highest, but the demand-creating campaign back of it is of the broadest scope.

Post Tavern Special is backed by strong, national magazine advertising. But, unlike the publicity campaigns on similar products, the advertising is not confined to magazines. The country is being covered with a broadside of billboards, and in addition, a systematic aggressive selling campaign, including demonstrations, sampling. and thousands of window displays.

Like all other Postum Co. products, the sale of every package of Post Tavern Special is absolutely guaranteed to both the Jobber and Retailer.

By co-operating with the manufacturers, any grocer can develop a trade on this new cereal that will grow increasingly profitable.

Post Tavern Special is supplied in cases of 2 dozen 15c packages or 3 dozen 10c packages.

If you have not already stocked it, say **"Post Tavern Special"** to your Jobber's salesman next time he calls.

"There's a Reason"

THE CANADIAN POSTUM CEREAL CO., LTD., WINDSOR, ONT.

Western Canada Trade Will Make Money For You

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

Don't overlook this market

You can do a big selling business in Western Canada if you have organized representation. The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.
We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times.
We will be pleased to handle your account.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.
The demand is great—the profit is good — Order NOW.

W. P. Downey
MONTREAL, QUE.

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.
Owen Sound, Ontario

Lemon Market in Messina will advance very shortly---

BUY NOW

They'll keep

St. Nicholas
Home Guard
Puck
Kicking

J. J. McCABE
Agent
Toronto, - Canada

BAINES' PATENTED SHELF BRACKETS

This improved system has many and great advantages over old methods of displaying goods. The brackets occupy no space needed for goods; are easily put up, taken down, adjusted to fit a given space or carry a different class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

THE PIQUA BRACKET CO.
SOLE MANUFACTURERS. PIQUA, OHIO

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA

Vegetables

Domestic and Imported

We are showing perhaps the most complete line of Winter Vegetables obtainable. In the Imported Southern Fresh Vegetables we have; **Head Lettuce, Cucumbers, French Endive, Chicory, Sweet Potatoes, Bermuda New Potatoes, Egg Plant, Brussels Sprouts, Celery,** as well as the full Domestic line; Cabbage, Hot-house Tomatoes, Carrots, Beets, Parsnips, etc.

WHITE & CO., LIMITED

"The Fancy Fruit House"

Toronto

ONIONS PUSH SALES ONIONS

Very Fine, Well Cured

YELLOW DANVERS

In Bags of 75 lbs.

RED GLOBES

Extra Fancy Quality, Hard Dry Stock, In 100 lb. Bags.

FINEST SPANISH ONIONS

Cases of 140 lbs. and Half Cases of 65 lbs.

The demand is big, anyway—make it bigger by giving **ONIONS** a little extra attention. They are money-makers. Order some to-day.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and NORTH BAY

Established 1861

MR. MERCHANT:

HAVE YOU EVER STOPPED TO CONSIDER THAT *QUALITY* IN FOODS IS REMEMBERED AFTER PRICE IS FORGOTTEN?

If you have, you will understand why we put the purest and best materials into every one of

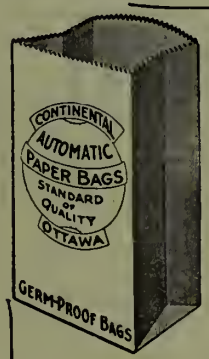
HEINZ 57 VARIETIES

PURE FOOD PRODTCTS

regardless of price, and combine with it absolute cleanliness of preparation in our model, sanitary kitchens.

We are co-operating with you, Mr. Merchant, in holding the confidence of your customers, and thus assuring the permanency of their trade — for you and for us.

H. J. HEINZ COMPANY



Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers' and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the minute details of Bag Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—**the Best.**

Ours are No Higher Than Other Prices

THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA, ONTARIO

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S. **Manitoba, Alberta and Saskatchewan:** Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

BROOMS

OF

QUALITY

always cost a little more than the other kind. ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.

HAMILTON - WINNIPEG

Quicken Your Service

By getting the best equipments possible to facilitate business.

Give Better Service

See our Computing Scales, Cash Carriers, Meat Cutters, Cheese Cutters, Show Cases, Wall Cases, Fruit Stands, etc.

Protect Yourselves Against Losses

Get our prices on Credit Systems, Safes, Cash Registers, etc.

Everything in the Fixture Line

Canadian Scale & Fixture Co.

SHERBROOKE, QUEBEC

QUINQUINOL

for Horses, Cattle, Sheep, Hogs, Dogs, Poultry, etc., etc., offering you a good opportunity to build up a strong "Stock Food" business with your country patrons. We can show you copies of hundreds of orders received from grocers for **Quinquinol**, surely a guarantee of its great qualities.
Recommended by the Minister of Agriculture.
$4.00 per doz. gallon tins. Retails at $6.00. 50 per cent. profit.

NO LOSS FROM VERMIN OR MOISTURE

Packed in tins, attractively got up, making a nice display for shelves. It will attract customers. You are at liberty to "money back" the goods. We will make it right. But you will have no cause.
One dealer in each town wanted. Advertising matter provided. Exclusive territory. Your sales safeguarded.

QUINQUINOL STOCK FOOD CO.

69 St. Timothee St., Montreal

"BABBITT'S"

IS A

CONCENTRATED SOAP POWDER

OF WONDERFUL CLEANSING POWER

It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller—an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal,

B. T. BABBITT, INC.

NEW YORK

THESE BISCUITS ARE ALWAYS OF A HIGH UNIFORM QUALITY, AND AS CAREFULLY PACKED AS THEY ARE MADE. PERFECTED BY MODERN SANITARY SCIENTIFIC METHODS. UNAFFECTED BY MOISTURE AND DUST WHILE IN THESE PACKAGES.
TELFER BROS. LTD. COLLINGWOOD.
PEERLESS
Soda Crackers

WHAT is more tasteless than Soda Biscuits that are stale? You may answer "stale peanuts," and you may be nearly right. They are in the same class.

TELFER'S Soda Crackers are always fresh and crisp, because they are packed while fresh and crisp in such a way that they retain their delicious crispness for a long period.

THE quality of Peerless Soda Crackers is second to none, and this point aids materially in placing this brand at the head of the Soda Cracker world.

Take advantage of our advertising, and profit by pushing Telfer's Products.

TELFER BROS.,

LIMITED

Collingwood - Ontario

Branches :

TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM, BRANTFORD, EDMONTON

WORLD RENOWNED

BRAND STUHR.

STUHR'S
GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

NATION'S CUSTARD POWDER
The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.
Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.
Samples free by post.

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, General Manager Western Canada
TORONTO

MUCH PRAISE
has been given Fels-Naptha:---and every word deserved.
Always that Fels-Naptha "did everything claimed for it." Of these, most important, the saving of work, time, and boiling or scalding water.

Read any Advertisement of
MAPLEINE
And you'll see why you can safely recommend it.
Order of your jobber, or
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey, 283 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE. - WASH.

Readers Of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

KING (BRAND) JAM

Led in 1912
Will Lead in 1913

because it is well known amongst the best of dealers everywhere, as the very best of its kind.

Every possible care is taken in its manufacture, only the best of fruits being used, and it has the body that good jams ought to have.

Start off the New Year with an order of "King."

Labrecque & Pellerin, Montreal

AGENTS:

J. J. Gilmor & Co., Winnipeg
The Harry Horne Co., Toronto. J. Hunter White, St. John, N.B.

THE McCASKEY ACCOUNT SYSTEM

Are You Prepared To Hand Over a Few Hundred Dollars To The "Bad Pays" Of Your Town? ? ?

Showing Electric Recorder and Cash Till.

or do you need your money more than they do. You are entitled to protect yourself from "Bad Pays," and can do so by using the

McCaskey Account Register

thereby keeping your customers and you always informed as to their standing. Only one writing, no late hours bookkeeping. It practically eliminates bookkeeping and loss of bad debts.

It's worth inquiring about. Write to-day.

We also make every style and size of single Carbon Pad

Manufacturers of "Surety" Carbon Back Counter Check Books

The Dominion Register Co.
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

IT STOPS LEAKS IN A GROCERY STORE

STARCH that is STARCH "CHINESE"

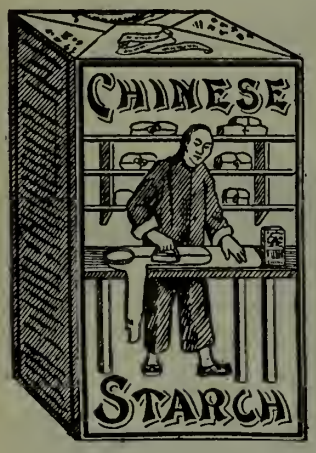
¶ Pays good profit to the dealer.

¶ Gives satisfaction to the buyer.

¶ It has stood the severest tests in hundreds of households.

¶ The quality is unsurpassable. Customers are satisfied with no other after they once use Chinese Starch.

¶ Each package contains full 16 oz.



O. Lefebvre, Prop.
OCEAN MILLS
Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foilot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

THE KING OF SARDINES
—KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.

Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:
J.W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

THE ELGIN
National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Feed Your Bookkeeping Worries to

The ULLMAN Account Register

The machine with brains.

It will save money for you because it will keep your collections up and your bad accounts down. It will do away with forgotten charges and will cut out concessions to customers over disputed accounts.
The Ullman Register is a perfect watchdog against leaks and losses. It is small in size, great in capacity, compact and quick. It will collect your old accounts and still retain the friendship of your customers. With every Register is furnished a fireproof safe, giving protection in case of fire. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

1/4 Oil Sardines **Kippered Herring**
3/4 Mustard Sardines **Herring in Tomato Sauce**
Finnan Haddies **Clams, Scallops**
(Both Oval and Round Tins)

CONNORS BROS., LIMITED

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

BEST VALUE IN OLIVES

The exceptionally big value and the deliciousness of **D. W. C. Spanish Olives** recommend them to your customers — D. W. C. Olives are profit-makers.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B.C.

Sterling Pickles

STERLING QUALITY

Your customers, if they have ever used Sterling Brand Pickles know that and will look for the "Sterling" label on their pickles. This label is known far and wide as an absolute guarantee of Sterling Quality.

Your displays will be more attractive if you bring to the fore the goods with the "Sterling" label.

Try the pickles that are pickled right—"Sterling."

THE T. A. Lytle Co.

LIMITED

Sterling Road, Toronto, Can.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada Buffalo, U.S.A.

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

MISCELLANEOUS

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queenshoro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MISCELLANEOUS

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices $3, $6, $10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

TANGLE-FOOT FLY PAPER

The only Sanitary and Non-Poisonous Fly Destroyer.

"Blackstrap" MOLASSES

In original Puncheons as received from West Indies

USED FOR STOCK FEEDING, FOUNDRY, CHEAP BAKING PURPOSES, Etc., Etc.

W.S.Goodhugh & Co.

304 Board of Trade Building

MONTREAL

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

A want ad. in this paper will bring replies from all parts of Canada.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

VOL-PEEK

Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.

DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

GRATTAN & CO., LTD.
ESTD. 1825
THE ORIGINAL MAKERS OF BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Ple IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A highly recommended sweeping powder, sold only in bulk; a strong, pleasant disinfectant.
"NO-DUST"
NO-DUST MFG. CO.
8 Market Sq., St. John, N.B.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers, kindly mention having seen the ad. in this paper.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

ONTARIO—Continued.

NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903
Offers for prompt shipment in wholesale lots

1912 Crop
- White Beans
- Split Peas
- Evaporated Apples
- Split Lentils

Leading Brokers in Canada for Evaporated Apples
Wire or write us for Prices.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1866.

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES.

C. E. CREIGHTON & SON
Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

Every Merchant who handles—
Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

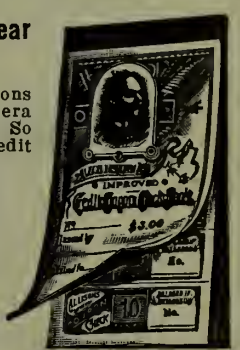
PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

Prosperous Year Predicted

All indications point to a grand era of prosperity. So don't let the credit customer get too far ahead of you. If he pays up well you share in the general prosperity.



ALLISON
Coupon Books
will persuade him to pay up, and without offense.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized evrywhere as the best.

For sale by the Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Inventory Work Starts on February First

$250,000

worth of HIGHEST QUALITY GOODS must be disposed of before this date.

2,000 Boxes -- **ASSORTED TEAS.**
Japan, Green Ceylon, Siftings and Fannings, Young Hyson, Gunpowder.
N.B.—We will prepay freight on all orders of 300 lbs. or more (assorted) to points in Ontario and Quebec.

25,000 c/s — **CANADIAN VEGETABLES**
Tomatoes, Asparagus, Beans, Peas Corn, Beets, Baked Beans, Succatash, Spinach, etc.

5,000 c/s — **CANADIAN CANNED FRUITS**
Raspberries, Strawberries, Peaches, Plums, Pears, Apples, Blueberries, Cherries, etc.

7,500 c/s — **CANADIAN CANNED FISH**
Salmon, Sardines, Lobsters, Herrings, Oysters, Codfish. Etc.

IMPORTED CANNED GOODS

Le Soleil Brand
5,000 c/s to offer. Don't Miss.

800 c/s "Frs. Petit Cie." Paris, SMALL PEAS

400 c/s "F. Lecourt," Paris, MUSHROOMS.

DRIED FRUITS

15,000 Boxes -- Price in every case remarkable—15,000 boxes.
RAISINS—Valencia, California, Sultana, Malaga, etc.
EVAPORATED FRUITS—Prunes, Apples, Pears, Peaches, Plums, Apricots, etc.

Nuts and Almonds of all kinds.

CASTILE SOAP

None better imported—from Marseilles.

1,000 c/s — of "Le Soleil" and "La Lune" Brands.

WRITE, PHONE, or WIRE at our expense.

LAPORTE, MARTIN ET CIE, LIMITEE, 568 St. Paul St., MONTREAL
Telephone Main 3766

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PEARLINE

JAMES PYLE & SONS

Announce to the trade the following prices in effect January 1, 1913:

36's Large - $3.50 per case

5 Case Lots $3.40

100's Small - $3.80 per case

5 Case Lots $3.70

The price of the 36s has been reduced in order that the large size may be sold at the popular price of two for 25c.

ROSE & LAFLAMME, Ltd., Montreal and Toronto

Selling Agents for the Provinces of Quebec and Ontario

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, . ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto.
L. H. Millen, Hamilton, Canada

ALWAYS WELCOME—NEVER SENT BACK

When Salt is ordered and no name mentioned you gain most by sending the best. You may take if for granted that

WINDSOR TABLE SALT

is wanted, send it every time. If someone sends an inferior salt it creates an unpleasantness which starts with the delivery boy and does not end at your desk—you might loose the customer.

THE CANADIAN SALT CO., LIMITED

WINDSOR :-: ONTARIO

Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON

St. George Ontario

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of hou-sands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

DOMOLCO MOLASSES

Is the solution to the high fruit problem

It is solving the perplexing high-cost-of-fruit problem for thousands of good housewives in Canada.

It is in many ways taking the place of fruits for dessert, and the cost is so small in comparison with fruit or honey that it helps solve the high cost of living.

Domolco Molasses

is fast becoming popular as a table delicacy in the Canadian home of rich and poor, because of its pure wholesomeness, its delicious appetizing flavor.

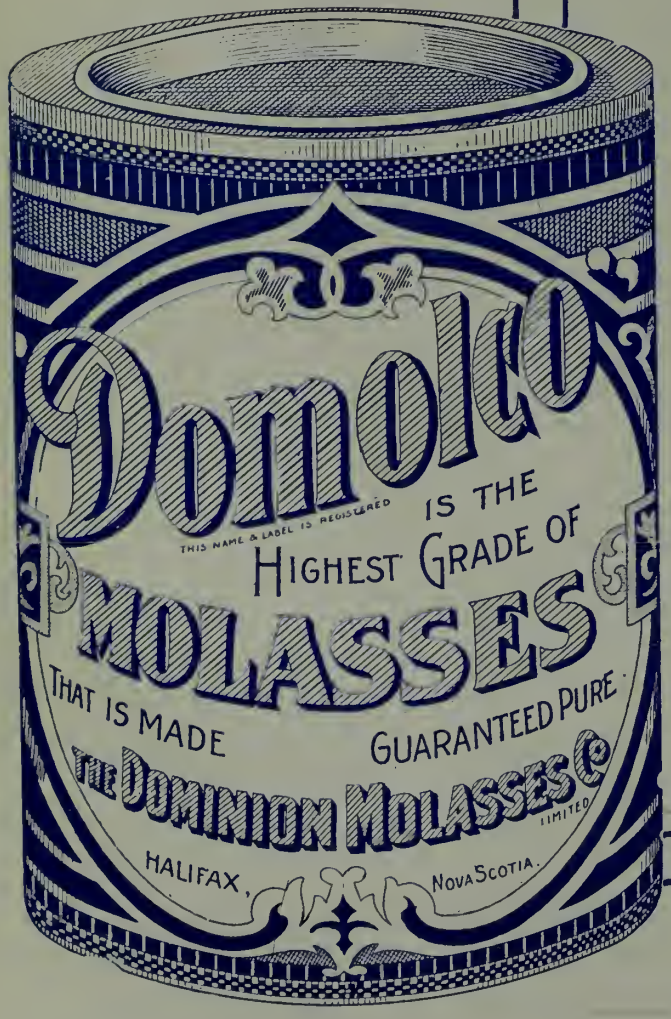
We have entered on a consumer advertising campaign throughout the country which is sure to cause the thrifty housewife to ask for this molasses.

Write to-day for a sample shipment and try this high-grade cane molasses yourself. You will then be enthusiastic about offering it to your patrons.

It's worth trying. Do it now:

THE
Dominion Molasses Co., Limited

HALIFAX, N. S.



THIS IS THE 1,310th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JANUARY 17, 1913 No. 3

TO IMPROVE THE MANAGEMENT

the merchant must continually be on the lookout for new thoughts, ideas and schemes to get the maximum trade and profit out of his business.

Store Management—Complete

Another new book by Frank Farrington (a companion book to "Retail Advertising Complete") should be in every dealer's hands. It tells all about the management of a store and how the greatest sales and profits may be realized. "Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations and 13 chapters. The following is a synopsis of one of them.

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.
Absolutely new. Just published.

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.
143-149 University Ave. TORONTO

$1.00

SALES 1908

SALES 1909

SALES 1910

SALES 1911

SALES 1912

WE ARE OFF TO A GOOD START FOR 1913

It is with a feeling of pride that we publish these comparisons of sales.

Our success is mostly due to the fact that we advertise extensively. But we could not have shown these wonderful results without the full co-operation of the trade. This has been achieved by producing goods that give the greatest satisfaction to the consumers.

We are off to a good start for 1913 and we hope to show a much greater increase, but to do so we need your assistance. We know you are with us and wish to thank you for your help during the past five years.

THE "NUGGET" POLISH COMPANY, LIMITED

9-13 Davenport Rd.

Toronto - - Ontario

11 GOLD MEDALS

YOU'VE GOT TO USE discrimination in buying soap — there are many brands, makes, imitations, etc., on the market, each claiming to be the best. The safest guide for you, Mr. Dealer, to get the best is to get the products of old reliable makers—soaps that have stood the test of the public for years past.

"LE CALICE" CASTILE SOAP

has stood the test for many years. It is *no* tallow soap, contains no corrupt animal fat, it is antiseptic, as pure as oil and skill can make it.

For a sensitive complexion, delicate lingerie, etc., soap must be produced with experience and honesty, linked with purity—the soap must be clean to wash clean.

Substitute no other, Mr. Grocer; "Le Calice" is what your customers are wanting. Made only by Srs. D. Leca & Co., Marseilles.
Good profits.

Arthur P. Tippet & Company

Agents

Montreal :-: Toronto

Why Waste Your Energy Selling 30c Tea?

You can sell more 40c tea than you can 30c tea, because it will bring your customers back for "more of that tea." Forty cent tea means more business, larger profit, better satisfied customers. No other 40c tea in Canada compares with 40c RED ROSE TEA in quality—flavor and strength. It is ALWAYS worth the price.

RED ROSE TEA
"Is good tea"

Head Office : ST. JOHN, N.B.
Branches:
WINNIPEG and CALGARY

T. H. Estabrooks Co., Limited
7 Front St. East, TORONTO

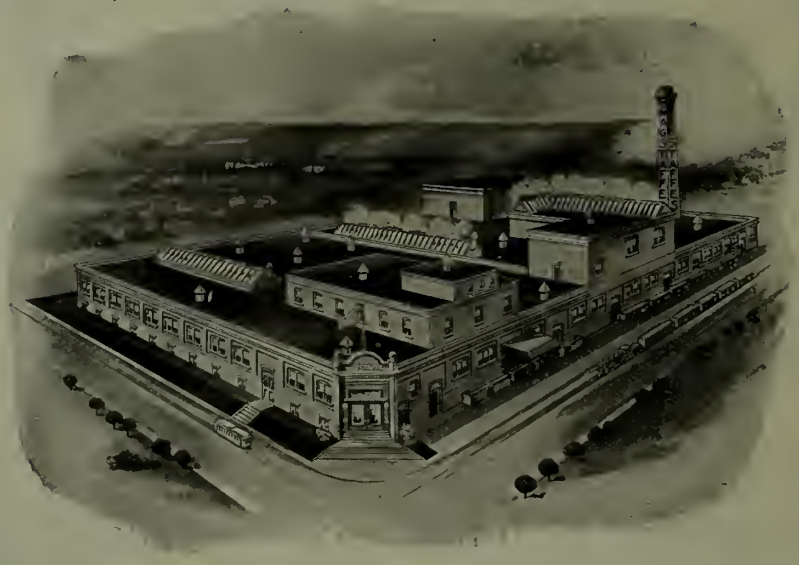
WAGSTAFFE LIMITED

NEW SEASON'S 1913

SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.



PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

THE BEST THAT SCIENCE CAN PRODUCE

For over 56 years the Borden system for perfect milk production has been in progress—each year greater popularity, bigger sales and increased output is the result.

The system of producing Borden's milk products under the most sanitary conditions, reaches from the dairy to the home, the result is the best and purest milk products which receive the highest awards wherever exhibited.

BORDEN'S

Eagle Brand Condensed Milk (the original) is the standard of its kind. It is prepared with scrupulous care for use as an infant food, and at the same time it meets all the requirements for general use.

Reindeer Coffee is packed in one pound tins, containing milk and sugar. It is the most delicious, most compact, convenient and economical drink for anybody, anytime and any place. Can be made at a moment's notice by simply adding boiling water.

The large percentage of butter fat or cream in **St. Charles Brand Evaporated Milk** (unsweetened), permits satisfactory whipping. Is delicious with coffee, chocolate, fruits, puddings cakes, etc.

Can you, as an aggressive dealer, overlook the profits, sales, and trade the Borden lines will bring you?

Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

Well Advertised Goods Sell Best!

In strong, convincing ads., in newspapers, street cars and magazines we are telling the people of the superiority in flavor, quality and purity of

"E. D. S." Preserved Fruits

Through good advertising the demand has been created — and through their excellent flavor and genuine goodness repeat sales follow with rapidity. E.D.S. Fruit Products are guaranteed 100 per cent. pure (see Government Bulletin No. 194), no preservatives or coloring matter are added whatsoever.

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal: MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

CUTTING DOWN EXPENSES

Your patrons will welcome anything that will relieve them from some of the high cost of living. The prices of butter and lard are particularly high, and these commodities are used in baking and cooking to a great extent. Here is a lard that is very economical, pure and wholesome, being a vegetable product.

JEP.
NUT-LARD
Free From Cotton Seed Oil
is a scientific preparation made from the oil of nuts. The product is a 100% pure fat, and is easily digested, and does the work better than animal fats and oils.

You cannot recommend "**NUT-LARD**" too strongly, both for efficiency of work in the kitchen, and for the reduction in cost of cooking.

Bakers, confectioners and biscuit manufacturers find it preferable to other fats. Every package is guaranteed for purity.

There are better profits for you. Write to-day to agent.

Manufactured by

ROCCA, TASSY & DeROUX

MARSEILLES

Dominion Agent:

J. R. Murray - Montreal

KEEP THEM TO THE FRONT

Put **SIMCOE BAKED BEANS** in your window. The attractiveness of the display will increase your daily sales. For quality there is none better. Every tin is guaranteed. There are four sizes, and all good sellers, **viz:** One's, Two's Three's and the BIG ORIGINAL family tin that sells on sight.

Attractive stand-up advertising cut-outs for window displays, for the asking.

Drop a card to the

DOMINION CANNERS, LIMITED

Hamilton :-: :-: :-: :-: Canada

LENT

Lent is earlier this year. Simply means that you'll make that extra profit earlier than you did in 1912, the year of big fish sales, which must sink into insignificance when turn-overs for 1913 are made up.

Haddie
Kippers
Bloaters
Fillets (Boutilier's)

OCEAN BRAND

All must sell freely. You have not even to make the demand. It's there for you to fill.

Canada Brand Pure Boneless Codfish

King in every respect. In the lead always. Buy. The reason will be evident.

BONELESS FISH.

Canada Tablet	20 1 lb. Tablets
Canada Crate	12 2 lb. Boxes
Canada Strip	30 lb. Boxes, Whole Strips
Atlantic Special	20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand	25 lbs. Bulk
Cod Bits	25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds	100 lb. Boxes
Eastern Fifties	50 lb. Boxes

LENT

NORTH ATLANTIC FISHERIES, Limited - MONTREAL

YOUR TRADE DEMANDS

MELAGAMA

Tea and Coffee—The products that give your customers the utmost satisfaction and increase their confidence in you and your goods. Make "**MELAGAMA**" your leader, and watch your Tea and Coffee Department grow. It stands the test.

MINTO BROS. 45 Front St. E. TORONTO

CLARK'S PORK and BEANS

Are indisputably the best sellers on the market.

CLARK'S ADVERTISING IS BOTH EXTENSIVE AND EFFECTIVE and is backed up by the very HIGHEST QUALITY Canned Foods on sale anywhere.

The DEMAND for CLARK'S Pork and Beans is UNIVERSAL, and exceeds many times over the demand for any other brand.

Clark's Pork and Beans are essential to you.

W. CLARK - MONTREAL

Try Chateau Brand Concentrated Soups. Every Variety.

KIT
COFFEE
"Perfectly simple to make
Simply perfect when made"

No special recipe for making good coffee with "Kit"

A little coffee, boiling water, cream and sugar to taste, and that's all. Your customers can't go wrong even once. There is no knack, no fuss. It is always uniform, always ready to serve at a moment's notice.

Send for sample.

KIT COFFEE CO. **GOVAN, GLASGOW**

ALEX. TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. **TORONTO**
(SAMPLES FREE)

King Brand Jams

LET us hear from you. We can supply you with the best of Jams, all varieties, at unusually attractive figures. Our goods have been declared by many large wholesalers as excellent. You want these.

ASK FOR SAMPLES

Labrecque & Pellerin
MONTREAL

Agents—
W. H. Escott & Co., Winnipeg
MacGreegor Specialty Co., Toronto
J. Hunter White, St. John, N.B.

Quality at the Lower Price

Ask Your Wholesaler for this package

JUST A LITTLE PUSH

Meadow-Sweet Package Cheese.

Here is a package cheese unequalled for price and QUALITY. Has a piquant flavor peculiar to itself.

Every customer a possible purchaser and

10c

is all it costs. Yet your profit is good.

Saratoga Chip Potatoes.

A specialty which sells on sight.

Mere curiosity invites a test by consumer, while

The lasting taste of goodness ensures repeats.

Potatoes chipped and cooked in pure olive oil.

Write for Samples

The Meadow-Sweet Cheese Co.
MONTREAL

Western Agents: John J. Gilmor & Co., Winnipeg

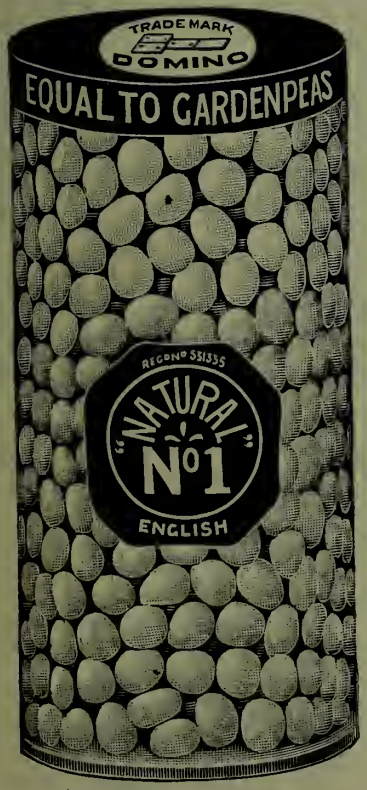
IF NOT—WHY NOT?

If you are not stocking the celebrated 'NATURAL' PEAS AND BEANS, THE ROUND AND SQUARE BOTTLE PACKETS, you are losing good business.

These peas are packed in Lincolnshire, England, oft described as THE PEA GARDEN OF THE WORLD. They are delicious in flavor, and as tender and mellow as PEAS just fresh from the PODS.

It is a fine proposition that we put to you, to stock, expose for sale, and build up a huge trade in

'NATURAL' PEAS



'NATURAL' NO. 1
THE ROUND BOTTLE PACKET

These brilliantly attractive designs make a smarter window and counter display than any other packeted goods on the market to-day.

'NATURAL' NO 2
THE SQUARE BOTTLE PACKET

Write to our Selling Agents for Canada

THE MACLAREN IMPERIAL CHEESE CO., LTD.

TORONTO

for full particulars.

WILLER & RILEY (1910) LTD. BOSTON, LINCOLNSHIRE, ENGLAND

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

EVERYBODY IS A PROSPECTIVE CUSTOMER

for Bovril. There is no one class of people who use this nutritious food more than another. It is the household word for beef extract and is consumed daily in enormous quantities. Are you selling your share? Introduce the 8 oz. and 16 oz. bottles to each of your customers. These sizes are cheaper for the consumer and they give you a larger profit.

BOVRIL, LIMITED, MONTREAL

OLD MILL CANNED ... GOODS ...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES -	2's H. S.
RASPBERRIES -	2's H. S.
RED PITTED CHERRIES	2's H. S.
YELLOW PEACHES	2's H. S.
GALLON and No. 3 PIE PEACHES	
GOLDEN WAX BEANS	2's
REFUGEE BEANS	2's
GALLON APPLES	
CALLON RHUBARB	
TOMATOES -	3's
PUMPKIN -	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

THE
W. H. Merriman & Co.
WHOLESALE GROCERS and CANNERS
St. Catharines, :-: Ont.

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

ORDER FROM YOUR WHOLESALER

White Swan Spices & Cereals
Limited

SOLE DISTRIBUTORS -:- TORONTO

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

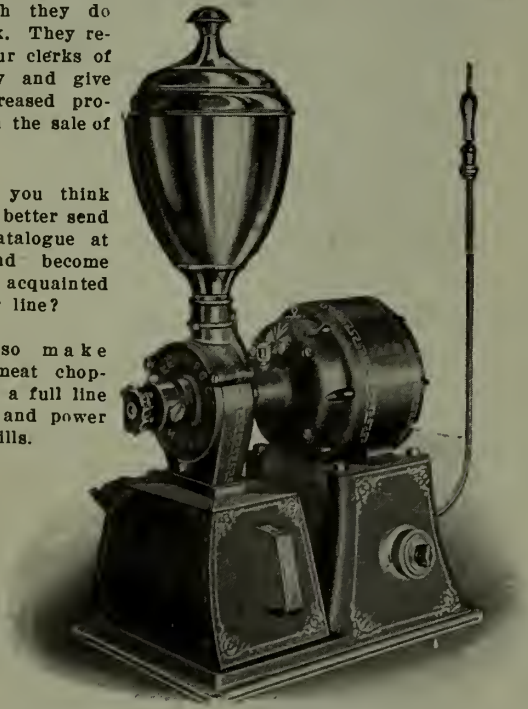
Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

We also make electric meat choppers and a full line of hand and power coffee mills.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

AN ALL YEAR ROUND SELLER

The sale of HOLLAND RUSK has no season—winter or summer, spring or fall, there's always a demand for it because there are so many ways it can be eaten. It's delicious with berries or sliced fruit, either fresh or canned; with poached egg, with cheese, with jelly, with hot milk in cold weather, in fact with any meal, any time, HOLLAND RUSK is delicious. Infants, growing children, every member of a family eat HOLLAND RUSK; invalids find it highly nourishing and easy to digest. Put a dozen packages on your counter where your customers can see them. You'll be surprised how fast the sales come, once you start them, and you want them because of the good profit.

HOLLAND RUSK CO.

HOLLAND, MICHIGAN

Valuable premium coupons in every package increase sales. Send for list of gifts.

agrees with every palate.

THERE IS NO FEAR OF DISAPPOINTING A CUSTOMER IF YOU RECOMMEND.

PINK'S MARMALADE

NO OTHER MARMALADE POSSESSES SUCH A DELIGHTFULLY FRESH ORANGE FLAVOR.

WRITE NOW FOR PRICES TO OUR SPECIAL REPRESENTATIVES,
MR. BERNARD PINK, c/o CANADIAN GROCER,
E. T. BANK BLDG., MONTREAL.
Messrs. EMERSON, BAMFORD CO.,
VANCOUVER, B.C.,
OR DIRECT TO

E. & T. PINK LTD.
LONDON---ENGLAND

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

PARAFFINE
Wax Candles

A Favorite Line for Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use. Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.

The Imperial Oil Co., Limited

Toronto, Winnipeg, Montreal,
St. John, Halifax

Why not to-day?

THERE'S something amiss if to-day hasn't witnessed your introduction of "GIPSY" to at least one fresh friend.

GIPSY
STOVE GLOSS

—able, and willing, to make short work of cleaning grimy stoves—and some busy woman of your acquaintance does'nt know it! Bring them together.

HARGREAVES,' (CANADA) LIMITED,
33 Front Street E., TORONTO.

CAMP'

In your own interests
Stand by 'Camp'
It will introduce many new customers, and put money in your pocket. Trade is always good with 'Camp.'
'CAMP' COFFEE
Consistently popular — because consistently excellent.
Makers: R. Paterson & Sons, Ltd. Coffee Specialists, Glasgow.
CAMP
COFFEE
WITH
CHICORY
GLASGOW

"Hirondelle Brand"
(SWALLOW BRAND)
ALIMENTARY PASTES

are the best because the best elements unite in its production—the result being the height of perfection from every possible standpoint.

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, **Small Pastes.**

Assorted Egg Noodles of the "**Hirondelle**" Brand are great favorites. Try them. You will appreciate their exquisite taste and profitable selling qualities.

Liked Everywhere. Wanted by Everyone.

The C. H. Catelli
Company, Limited.
MONTREAL, CANADA

¶ Every housekeeper who has tried different brands of Jam, including **Cairns'** knows that there is actually none other as good as **Cairns' Fine Scotch Jams.**

¶ Even Royalty appreciates the **Cairns'** delicacies—having supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

¶ This year will be a big year for **Cairns' Jams, Jellies, and Marmalades.** Stock now and get your full share.

Alexander Cairns & Sons
Paisley, Scotland
Canadian Agents:
Snowdon & Ebbitt
Montreal

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.
Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN . . N. B.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

St. Lawrence
Granulated

It is interesting to note that the last figures give the total comparative Cane and Beet crops of the world as about equal to each other, giving a grand total of Cane and Beet for this current season of slightly over 18,000,000 tons. The Cuban crop this year nearly equals the British India crop, being 2,250,000 tons and 2,400,000 tons respectively. The latter crop is consumed locally and none of it is exported.

The Best Profits You Make

are the steady profits on the regular sellers. No line of Jams or Jellies sell so quickly and easily as

L. & B. BANNER BRAND

These Jams are high quality in every particular, Quality, Large Quantity, and Moderate Price being three outstanding features.

Neatly packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., - Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg - - - Manitoba

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

Everybody's Using It.

This is the season when every housekeeper is using stove polish.

James Dome Black Lead

is the most reliable and satisfactory stove polish that you can sell.

Pays well **Sells well** **Works well**

W. G. A. LAMBE & CO., Canadian Agents

We have only a few lines remaining of Second, Third, and Fourth Crop Japan Teas of Last Season.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers **HAMILTON, ONT.**

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

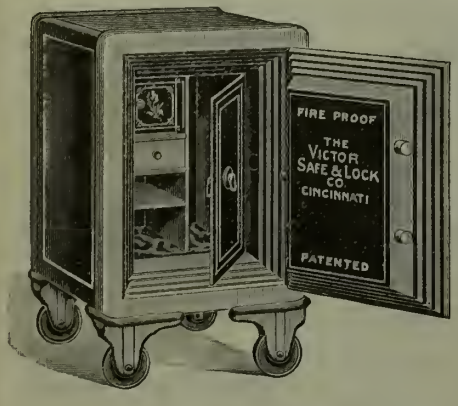
SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.



COLD WEATHER

More fires at this season than any other

You protect your stock by taking out insurance. Are your books, contracts, sufficiently protected, if not, write us, and we will quote attractive prices on Safes, Vaults, etc. Easy Terms.

Canadian Scale & Fixture Company

SHERBROOKE, - - - QUEBEC

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY

To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality.
Remember the sale is guaranteed

"SALADA"
41 Eastcheap, London, Eng.

"SALADA"
TORONTO and MONTREAL

"SALADA"
198 W. Broadway, New York

To the Wholesale Trade:

RANGOON BEANS

Excellent quality, fine cookers and boilers, Can ship any quantity.

SPLIT PEAS

Demand ever increasing. Canadian buyers entirely pleased.

N.B.—All shipments are inspected at Liverpool by our house there, thus guaranteeing quality of anything offered.

West India Co., Limited
MONTREAL

Wake Up

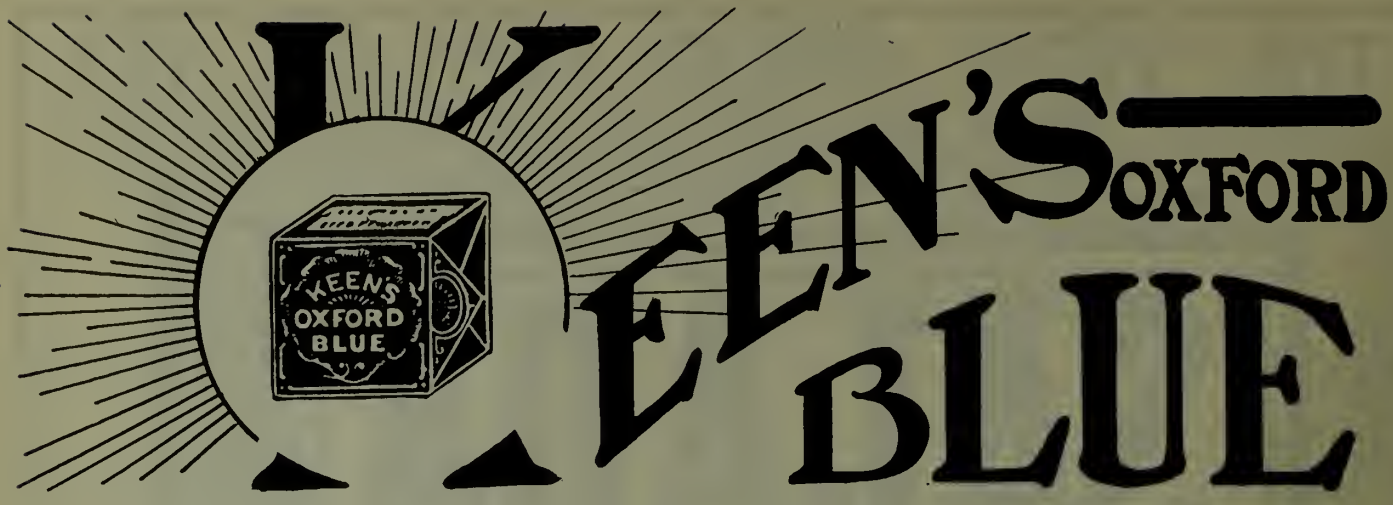
and sell the match that every consumer finds a delight in using.

Don't you know it? **Dominion** by name, perfection in quality. No broken sticks.

Dominion Match Co., Limited
Deseronto, Ontario

AGENTS:

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.



KEEN'S OXFORD BLUE. The blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

For sale by all the Canadian Jobbing Trade

MAGOR, SON & COMPANY

403 St. Paul Street, Montreal — 30 Church Street, Toronto

Agents for the Dominion of Canada

Taking Advantage of the Season

Right from the start of the cold weather the demand for

CROWN BRAND CORN SYRUP

Attains its greatest volume. Most grocers are aware of this fact, and sell five times more Crown Brand than any other Corn Syrup.

Users of Crown Brand know that it is a heat producing food—wholesome and nourishing—a delicious table delicacy for Fall, Winter and Spring use.

For children, during school days, Crown Brand forms a splendid food — being strengthening and stimulating. Mothers know this, and insist on getting Crown Brand Corn Syrup.

The Demand Is There—You Simply Have To Supply It.

The Canada Starch Co., Limited

Manufacturers of EDWARDSBURG Brands

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Cash Discounts from Two View Points

Retailer Says That None are Given to the Man Who Pays Cash for His Goods —Wholesalers Tell Why the Cash Discount Was Eliminated But Say the Cash Buyer Has Still Advantages Over the Long Term Man—An Interesting Discussion.

From a correspondent in Moose Jaw, Sask., comes a complaint that wholesale grocers do not give any advantages to the retailer who pays cash for his goods. He maintains that no matter how good a customer he is, the grocer who pays spot cash gets no consideration over the man who allows his account to run three months or more. Herewith is the article from the correspondent, with views of a number of wholesale grocers appended:—

"In the West, the habit of long credit to customers has grown with the country a legacy from the early times and probably a necessity, yet in many newly settled parts, the merchant must carry the homesteader at least till he gets a crop and can realize upon it. In many parts of the country where the necessity of long credits has to a great extent now vanished, the custom is still kept up, to the great disadvantage of the merchant, and all things considered is not in the best interests of the farmer.

"Of late, there has been a movement among many of the retailers through the country towns to do away with the practice, and establish trade on a cash basis or one of very short credits. The results from the attempt have in some instances been very encouraging, in others, not so satisfactory.

"Some merchants, particularly grocers, complain that the wholesalers do not assist them as they might do in the matter. It is claimed by some of the former, that the retailer who sells only for cash, and as a consequence, invariably pays cash for his goods, gets no more consideration from the latter than his neighbor who is carrying thousands of dollars of overdue accounts upon his books, and as a result, must in turn be carried by the wholesale house from whom he buys his goods.

"If the contention of the retailer is correct, and there appears to be much evidence in support of it, it would be a step in the right direction if the wholesale houses would remedy the evil and give the cash buyer the advantage that his prompt and early payment entitles him to."

The Grocer took up this matter with some of the leading wholesalers and here is their side of it:

"The retailer who pays 'spot cash' is the dealer I am looking for," remarked one large wholesaler, who does an extensive western business.

"The long time accounts we do not want. Our terms to dealers are nett, 30 days, with an additional 15 days in the West. Any dealer who wants to pay 'spot' is refunded the unearned interest. The man who invariably pays cash gets a decided advantage over the man who has his accounts extended."

Another stated that the man who paid cash received interest while the dealer who took time paid interest. "Cash buyers get preference in every instance as long time accounts must pay for themselves," he maintained. "This matter of discounts is an unpleasant one with the retailer who wants both the time allowance and the discount," said another. "It is a foolish practice to add discounts simply to take them off again. How does a buyer know when he is getting the rock bottom price when one house gives 10 days, another 30 days and still another 40 days time? We quote the rock bottom price to begin with, add no discounts and take none off and find this method very satisfactory to all parties."

One prominent wholesaler gives as his reason why discounts were discontinued that the retailers abused this privilege. "Produce men collect weekly and give no discounts and none are asked," he said. "Then why should wholesale grocers give them? We discontinued discounts entirely and allow 8 per cent. interest for the unexpired time when a dealer pays spot cash.

"I would be willing to give 1 per cent 10 days on all accounts," said still another wholesaler, "if every retailer would pay in ten days or pay nett in 30 days but they won't do that. They want both the time and the discount. I have a friend who is a grocer. He said to me the other day. 'You can have your money whenever you want it.' 'Very well,' I replied, 'my traveler calls on you every two weeks; just pay him and deduct 1 per cent.' 'Oh, no-' he exclaimed 'you draw on me as you have been doing and deduct the discount.' He has been paying every 30 days."

One wholesaler remarked that the matter of allowing discounts was more or less theoretical, and that the real benefit from paying cash for goods came from the competition among wholesalers for that merchant's business. This competition enabled the dealer to buy at the very lowest prices, but the dealer who was "slow pay" had to buy from the house that held his account at their price for there was no competition for this class of trade.

As an instance he mentioned a certain country grocer whom he knows, and whose store is five miles from the nearest town, who pays cash for his goods. Nearly every day two or three travelers call and it is a common thing to see six or seven salesmen waiting their turn. Across the road is another grocer who takes as much times as he can get and only two travelers call there. The consequence is that the first merchant has the opportunity of any "good buys," the wholesaler has to offer. When wholesaler is overstocked on any line or wishes to realize on his stock quickly, he goes to the man who invariably pays cash and offers him inducements to stock his goods. "This saving, the dealer is able to make, is much greater than any discount regularly allowed," he remarked.

ADVANTAGES GIVEN TO THE CASH BUYER

In the discussion on the disallowance of discounts to the retail buyer who pays cash, an important point is touched upon in the last two paragraphs of the article on this page. There, one wholesale grocer has referred to what is considered by him the most important aspect of the whole problem.

When a retailer pays cash, he points out, the entire wholesale trade is after his business. He gets the first opportunity frequently of buying something he needs at a reduced price, because the wholesalers are sure of their money. If this is the case then the cash buyer has a distinct advantage over competitors who take plenty of time. He can often purchase goods with no price restrictions, at better rates than others and by selling at the regular retail market price, make a better margin.

It would be interesting to hear from cash buyers among the retail trade on this point.

Unitemized Accounts Not Favored by All

Store Staff Busy at End of Month and There Was No Time to Send Out Itemized Statements—Some Did Not Object at All,Others Objected and Called Proprietor's Attention to Same, While Some Quit Dealing at the Store Altogether—Classes of Customers to be Dealt With.

*By Henry Johnson, Jr.

About three months ago I was very busy making some changes in my business. At the same time I was troubled with one of those periodical upheavals in my help which seem to come along occasionally to give us all something to think about. In order to get out my regular monthly bills, I was compelled to send out bare statements, unitemized. After this was done once, I determined to try to make the change permanent—at least as far as it might be acceptable, for that would mean a considerable reduction in expense. The result of the experiment has been interesting.

Varied Effect on Customers.

A fair percentage of our people accepted the change apparently without giving it much thought. Others noticed the change, asked about it, and then accepted our explanation with evident satisfaction. About 25 per cent. wanted us to resume itemizing—and we immediately complied with their request. But what I had to some extent anticipated happened in a number of cases—and I was alertly on the watch for these. They were the considerable percentage who did not like the change, but said nothing; they simply withdrew their accounts, either abruptly or gradually.

Those who dropped out without saying anything were in many cases of the kind usually called "best." They are the people who want the best and the most: who want to pick over the fruits and vegetables, make personal and exacting selections; who grumble about "cost of living" and the expensiveness of commodities; who remark in the gradual increase in the price of "everything," etc., but who, at the same time, will pay the price necessary to cover their demands. They are the kind of customers we all like to have and want to keep. Hence, the problem is, How to do it, and yet reconcile their demands and the cost of their service with justice to those who want something like quantity for their money and are not so exacting.

Only to-day a very nice lady said to me: "Mr. Johnson, are you going to continue to send out unitemized bills?" "Not if you wish them itemized," I replied: "Most of our people seem to be perfectly satisfied to have simple statements, but we meet the demands of those who wish their bills sent out the old way." "Well, I think it is very unwise of you to do it, for I know a great many people who do not come here any more just on that account." I further gave her assurance that we would hereafter itemize her account.

Quantity Buyers Came Back.

Following the holiday trade, there had been the usual lull, and, human-like (grocer-like), I permitted myself to wonder whether the quietness had not been measurably the result of my experiment; but later in the day came in a great and gratifying rush of staple business from the other class of customers—those who want goods, for cash, and plenty of them—so I was able to be philosophical again.

A man who does a little business, confined to only the "select" people, about the size that can be cared for in every detail mostly by himself, can gauge his entire work by the demands of this kind of customers; but the man who seeks to do a big business, must necessarily make provision for those who want quantities of flour, sugar, oatmeal and kerosene. The problem to be solved then is, How to give to each what is his due?

Pecularities of Patrons.

On the one hand is the customer who demands the most select of all goods; the most exacting promptness in the delivery of orders given unsystematically, capriciously, without the remotest forethought or plan; credit to suit their most whimsical desires—long or short—without regard to the needs of the seller, who must not even hint that he can use the money; and then will not even trust that man to keep faithful accounts but will make him show in minutest details the why and wherefore of every little penny and shilling he gets paid.

On the other hand, coming to the same grocer is the other kind of buyer; the one who wants round quantities of staples—boxes of soap, dollar's worth of oatmeal, bags of sugar and flour, who pays spot cash and takes his deliveries in the ordinary course of business—if not this afternoon, then to-morrow morning, or maybe to-morrow afternoon.

The Shylock Method in Vogue.

The one exacts the last pound of flesh, the smallest drop of blood, for every sordid cent; the other gives and takes, man to man, with some human consideration in his dealings.

Verily, one needs philosophy to keep sweet under such reflections!

But "the Universe is hung in a balance," and things inevitably adjust themselves, so that all things carry their own justification, all costs are met and each pays its own way.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

A CASE OF OVERWEIGHT.

By a London, Ont., Traveler.

For your "Leaks in the Grocery Store" column I ran across a good instance the other day in a north end grocery store. A young woman had come in for some chicken feed. The clerk was immediately wreathed in smiles (which is a good asset) and the two carried on a conversation while the chicken feed was being procured.

When the bag was placed on the scale the clerk was about an ounce short. He went back to the barrel and brought another large scoopful of feed. Instead of stopping at the ounce when the scale balanced, he hesitated a moment, then threw in the remainder of the scoopful, thereby robbing his employer of at least two pounds of the feed.

It was simply a case of carelessness. He never thought of what he was doing, being so interested in the conversation. How often this happens with the careless clerk who is too lazy to go back to the bin. Customers don't thank you, in fact nine times out of ten they don't know they are getting overweight.

NEW ZEALAND BUTTER SPECULATIONS.

The following extract from a letter received by The Grocer from a reader in New Zealand re butter exporting to this continent will prove interesting: "A speculative element has crept into this business (butter export) to the extent of controlling the whole of the refrigerating space on both the Vancouver and Frisco boats with the result that we are practically shut out of the business for this year. We intend taking the matter up with the government."

Display arranged prior to Christmas for McKinnon's, Limited, Weyburn, Sask. . Note the pillars, foliage and pedestals for displaying goods.

Tinted Pillars in Window Display

The above presents a type of window display frequently arranged by large departmental stores catering to high class trade. This was trimmed by F. L. Kickley, for McKinnon's, Limited, Weyburn, Sask., one of the features being the use of large pillars shaded in different colors. These pillars are first covered with white cotton and sized with glue to bring out the meshes of the cloth. They are then shaded with alabastine in tones from a light yellow at the top down to a buff, producing quite an attractive appearance.

This window was the first grocery display shown after the opening, prior to Christmas, which explains the Santa Claus head. On the top of the pillar containing this head is a chopping bowl done in gold. The pillars are 12 feet high. Green crinkle tissue paper surrounds the boxes of dried fruits. Pedestals with glass tops are used on which to display mince meats, extracts, biscuits, confectionery, etc. Holly, ferns and other foliage are used, just to the extend of lending a holiday touch to the display. The window is steam heated and lighted from above.

F. L. Kickley, the window trimmer, is vice-president of the Canadian Window Trimmers' Association.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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Toronto—143-149 University Ave. Telephone Main 7324.

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.

Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

FRANCE—

France—John F. Jones & Co., 31 bis Faubourg Montmartre.

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JAN. 17, 1913

A CHECK TO SAVING MONEY.

How much money should a retail grocer doing a business of $25,000 or $30,000 put away annually over and above all expenses, including his own salary? There are, no doubt, many who are getting a fairly good living from the business, but are saving nothing for the future.

The other day The Grocer, in conversation with a Canadian retailer doing a business as referred to above, was told that every year $1,000 or more net profit was "salted down," away from the business altogether. This was used for investment purposes in purchasing stock, bonds, real estate, etc., in which the grocery business did not at all figure. One year he had put away $1,800 after getting his own living and paying all expenses.

He gave as one reason why many retailers do not save any money—that they tied it all up in stock. It was probably all right, he maintained, to speculate a little in canned goods and one or two other lines, but he favored doing business on a conservative basis, as a whole.

This retailer is a good salesman. He knows how to handle customers. He can increase sales above actual demand, but he has always been a careful buyer. His story conveys the thought that buying should be done more frequently in smaller quantities. The quantity price may sometimes look tempting, but interest on investment until the goods are all moved out must be considered.

BUSINESS FAILURES DIMINISHING.

According to Bradstreets, there were 1310 business failures in Canada during 1912, as opposed to 1397 in 1911—a reduction of 87. The assets in 1912 amounted to $5,593,024, while in 1911 they were $6,352,731, but during last year liabilities in connection with the failures were $12,261,682, as opposed to $12,963,946 in 1911.

It is interesting, too, to look back over the past six years with regard to business in Canada and Newfoundland. In 1907, there were 1,365; in 1908, 1,715; in 1909, 1,588; in 1910, 1,469; in 1911, 1,401, and last year, 1,310.

These figures indicate that gradually, if not rapidly, the number of failures is diminishing, which means that business is being conducted on better and safer lines. The average decrease since beginning of 1908 has been 81 per year. At same rate in 16 years, business failures would be reduced to zero. We can scarcely, however, expect to reach Utopia, so far as business affairs are, at any rate, concerned, in so brief a time.

COCOA AND CHOCOLATE ANALYSIS.

Bulletin No. 243, recently received from the Inland Revenue Department, Ottawa, deals with cocoa and chocolate inspections made from samples collected last February and March. The reports show a generally satisfactory condition in regard to these lines.

Where inspectors have sent in considerable numbers from the same manufacturer, it was noted that such samples, when representing the same brand, gave analytical results of constant character. This indicates great care in manufacture; and it may be safely inferred that cocoa and chocolate, as found on the Canadian markets, are of good quality.

There is no legal standard as yet for cocoa or chocolate in Canada. In the United States the federal standards require chocolate to contain not more than 3 per cent. of insoluble ash, or 3½ per cent. of fibre or less than 45 per cent. of cocoa fat. They further limit the amount of added starch permissible to 9 per cent. Cocoa is defined as a product from which more or less of the fat has been removed with corresponding changes in the amount of remaining constituents.

The Chief Analyst, Dr. A. McGill, considers it unnecessary as yet to advise standardization of cocoa and chocolate, apparently because of the uniform good quality these articles reach at present time.

IMPORTANCE OF GOOD APPEARANCE.

What impresses a customer more than the personal appearance and cleanliness of the salesman who serves foodstuffs? The well groomed salesman creates an impression of carefulness, which is one of the most essential things in and around the grocery store. It is a pleasure to purchasers of eatables, etc., to have a clerk with clean linen waiting on them.

An apron, of course, is made to keep dirt from the clothes, but at the same time, it must be remembered that a clean white apron adds to the appearance and should not be used as a duster, knife or hand-wiper. It is a good idea to have pieces of cloth in handy places below the counter and in other places about the store, especially where greasy or sticky goods are kept, such as dates, lard, oil, etc. If it should become necessary to touch these things with the hands, the apron will not then be resorted to. An inside linen bag from sugar will make three or four such hand-wipers.

Clean boots are another essential. A clerk in a store in which the writer was recently making a purchase, and where white aprons and coats are a feature, had occasion to come in front of the counter, and though his linen was almost spotless, his unbrushed trousers over a pair of unpolished shoes, spoiled, to some extent, the first good impression that was created. Good appearance is a valuable asset in all walks of life.

A LESSON FROM THE CONTEST.

In this issue will be found the results of The Grocer's 1912 Christmas Window Dressing competition. This year the contest proved to be better than ever. That more interest was displayed was shown by the fact that a greater number of windows were entered in the race.

The judges, while considering the windows to be generally of a high class character, point out that in some cases the photographer did not do justice to the displays. This may be because most photographers are inside men and are not well acquainted with commercial work. The Grocer would like to point out that some months ago an article was published demonstrating how best to get good results from photographing windows. Information for this article was secured from one of the best commercial photographers in Canada, and is therefore reliable.

A copy of the article will be sent to anyone on request.

THE SUGAR SITUATION.

The sugar decline of 15 cents per hundred pounds last week brought market down to $4.60 on Montreal basis. A year ago sugar was $5.45 or 85 cents higher than to-day. The lowest price reached in 1912 was $4.75; the lowest in 1911 was $4.20, and in 1910 it was $4.60. Thus it will be seen that sugar is now on a comparatively low basis.

While the future of the market is something that cannot be discussed with any positive assurance, yet from crop statistics the situation is rather on the weak side. The total stocks and afloats of raws at end of last week showed a visible supply of 3,265,563 tons, as against 2,577,981 at a corresponding date last year. This is an increase of 687,582 tons.

The consumption of refined sugar in the United States during 1912 is estimated at 3,504,182 tons, an increase of 152,791 tons from 1911. The per capita consumption in 1912 was 81.3 lbs, while in 1911 it was 79.2 lbs.

PROTECTION FROM THE INVENTORY.

In case of fire how are insurance adjusters to get at the value of the stock burned unless the merchant takes an inventory? It can only be approximately arrived at and then the merchant is quite likely to get the "short end of the stick."

When an inventory is taken at end of each fiscal year and a record kept of merchandise bought and sold, then the dealer is practically assured of getting what is coming to him. This should be the situation with every merchant. No one can afford to take chances with fire.

The Grocer recently ran across an instance where a merchant kept no inventory and as soon as he paid his bills to the wholesale houses, he destroyed the invoices, leaving no record whatever of goods on hand. This is asuredly "playing with fire," and if such a man is caught once, the lesson will have been dearly paid for in insurance loss.

PROPER CANNED GOODS STORAGE.

Up to the present the winter has been more like spring or autumn in many districts throughout Canada. We have had much damp weather and therefore damp air, and this is not at all conducive to the best interests of canned stocks stored in basements and warehouses.

Some merchants imagine that because canned goods are cased and sealed any place is good enough for them. Frequently they are placed in the darkest corner of the dampest cellar. Later on when opened they are probably badly rusted, possibly an odd tin is burst spoiling the appearance of the contents of the entire case.

The ideal storage for canned goods is a dry, even temperature, between 40 degs. and 50 degs. F., with a free circulation of air. Cases should be piled clear of the walls, and as much as possible off the floors, to permit of the circulation of air over, through and around them. Cases should also be piled on their sides, so that in the event of a tin bursting the contents will drain off, rather than into and through the cases underneath. Canned goods cases should also be examined at intervals, and where there is apparent trouble inside of the cases, the cause of the trouble should be at once removed.

STUDY SHOW CARD WRITING.

During 1913 there should be more attention paid to the use of good display cards in the store and window. While there are some grocers who do not favor price tickets because of the high class trade they cater to, yet every one must agree that show cards are useful in every case.

The show card department is usually assigned to a particular clerk—one if possible who has some affinity for art work. Lettering is an important part of the manufacture of show cards and this will gradually be acquired as the artist becomes more efficient. In fact, it would be a good idea to take up a course in card writing such as The Grocer ran during 1911 and 1912. This would be money well spent because it would make the salesman a more valuable man to his employer. He could command a better position.

EDITORIAL NOTES.

Now is a splendid time to show syrups.

* * *

Has the Christmas window been replaced?

* * *

Photographs of good window displays are always wanted. Send them along any time with a description.

* * *

Strawberries are wholesaling in Toronto at from 40 to 60 cents per quart box. Distribution, needless to say, is not very extensive.

* * *

The hen and cold weather have no more in common than a "Weary Willie" and a buck-saw. There is little work accomplished when either are around.

* * *

If a clerk gives two pounds overweight in making a sale of chicken feed, as stated in our "Leaks" column, should not the proprietor of such a business take the store home with him at night?

Window dressed by E. A. Reed, Dowling & Reed, Brandon, Ont., first prize winner in Class I. in The Grocer's Christmas Contest.

Winner of first prize in Class II.—Trimmed by Frank Crysdale, C. H. Crysdale & Son, Oshawa, Ont.

Christmas Window Competition Winners

The response to The Canadian Grocer's Christmas window dressing competition was, as usual, splendid. A large number of photographs were received, and in some cases the judges had difficulty in selecting what they considered the best. They have handed in the following names as winners, basing their decisions on Selling Power, Attractiveness and Originality, the greatest stress being, of course, laid on Selling Power:—

Class No. I—Cities Over 10,000 Population.

1. E. A. REED, Dowling & Reed, Brandon, Man.
2. ALEX. McNEIL, Dixi H. Ross & Co., Victoria, B.C.
3. THOS. BERRIE, 349 Broadview Ave., Toronto.

Class No. II.—Cities Under 10,000 Population.

1. FRANK CRYSDALE, C. H. Crysdale & Son, Oshawa, Ont.
2. BRUCE McDOUGALL, F. McDougall, Ingersoll, Ont.
3. GEO. PUCKETT, McDowell & Co., Oshawa, Ont.

Judges: J. L. Maude, secretary Canadian Window Trimmers' Association, and J. C. Edwards, of the same association.

The winners in each class receive an award of $5, $3 and $2 respectively.

Particularly in Class I. were there many other fine displays. Among the best of these, as submitted by the judges, were those of J. W. Island, Dundas St., Toronto—a first prize winner last year; Geo. Nicholson, Winnipeg; G. F. Grinyer, Eglinton, North Toronto; H. Crane, Kent & Brown, Moose Jaw, Sask.; Geo. Arnold, Queen St. East, Toronto; P. Frank, corner Church and Carlton Sts., Toronto; J. D. Jay, Dixi H. Ross & Co., Victoria, B.C.; J. S. Gibson, Mark, Clavet, Dobie Co., Port Arthur, Ont.; H. A. Hall, B. S. McMurtry, 2297 Yonge St., Eglinton, Toronto; and Jos. Orr, Pritchard & Baechler, North Bay, Ont.

GOOD PHOTOGRAPH HELPS.

An important point brought out by the judges was that of getting good photographs. Some of the windows received lost the chance of being seriously considered because of fact that photographs were not sufficiently distinct. Some were too small to show detail properly. It is impossible to see the originals, and therefore, in taking the photograph or having a photographer get it, every care should be exercised to secure the very best results. The Grocer will be glad to send a copy of instructions on how to get good results in photographing a window or store interior to any one applying for same.

WILL BE REPRODUCED IN GROCER.

On opposite page are the first prize windows in each class. The displays of the entire six winners will be reproduced in our Fall Campaign Number in October next, so that they will present suggestions for the Christmas displays at a time when they are needed most. The windows of the others will also be used in the autumn, as many of them are particularly good from the selling, attractive and originality standpoints.

The Grocer desires to thank all those who entered the competition for their interest, and it is hoped each, with others, will join in the contest again next Christmas.

Members of the R.M.A. Interview Borden

Ask for Several Changes to the Federal Law and Speak Against Parcel Post and Co-operative Society Bills—Desire to Stop False Advertising—Standard Weight for Bag of Potatoes.

Ottawa, Jan. 15 (Special).—There were in the capital last week a number of members of the Retail Merchants' Association of Canada to see Premier Borden on some proposed amendments to the Federal law. The deputation included the following: P. J. Cote, president, Quebec; Ald. A. Weseloh, first vice-president, Berlin; W. V. Voivin, second vice-president, Montreal; J. A. Beaudry, treasurer, Montreal; and E. M. Trowern, secretary, Toronto.

The following are among the changes suggested:

(1) An amendment to the criminal code so as to make the false advertising of any article in any publication or on any price ticket, etc., a criminal offence.

(2) An amendment to the criminal code making the president, secretary or manager, or all three, liable for the criminal acts of a joint stock company, the same as the owner of an individual business is held liable.

(4) An amendment to the Act regarding the collection of fees for the inspection of weights and measures, so as to pay the expense in connection with the inspection of scales and measures out of the public treasury, as the inspection is for the benefit of the general public.

Want Standard Weight.

(5) An amendment to the Weights and Measures Act, to legally determine the weight of a bag of potatoes throughout the Dominion, and fixing the same at 75 pounds to the bag.

(6) More facilities in the department of trade and commerce to tabulate and collect information concerning the retail trade.

(7) An amendment to the Criminal Code, section 520, so as to prevent an action being taken under this section, as well as under the Combines and Investigation Act at the same time.

(8) Better inspection at the various ports of entry, so as to prevent smuggling of merchandise, especially in the border cities and towns.

To Collect Accounts.

(9) Provision made so that retail merchants can collect accounts as easily from Dominion Government officials as they can from other persons.

(10) In the event of a tariff commission being appointed, we ask that one of the commissioners should thoroughly understand the retail trade.

(11) That we believe that the introduction of any extended system in parcels post, whereby parcels would be carried throughout Canada at less than what they cost, would be taking money out of the Dominion treasury to benefit a few mail order houses at the expense of the country, and to the detriment of the great body of retail merchants, who are located in convenient points, so as to serve the public in the most convenient, the cheapest and in the most satisfactory manner, before any changes are made in the present postal service, as agitated by some portions of the public press, we ask that we be allowed to place our case fully before the Government, and that a complete enquiry be made into the whole proposal.

Deceptive Methods.

(12) That we again place ourselves upon record as being strongly opposed to the introduction of any special legislation for the operation of co-operative stores, as the manner in which the public are induced to subscribe stock in these companies is generally deceptive, and the advantages that are held out to subscribers who purchase stock in these companies, and who deal with them, is not in accord with sound and honorable methods of trade.

Want Business Assessment Down to 10 p.c.

Deputation from Retail Merchants' Association Call on Premier Whitney—Memorial Presented Setting Forth Their Reasons for Reduction—Standing of the Retail Trade—Present Fundamental Basis of Taxation Favored.

Toronto, Jan. 16 (Special). — Sir James Whitney, Premier of Ontario, and several members of his cabinet were waited on last week by a deputation from the Retail Merchants' Association with regard to a change in the Assessment Act. Among those in the deputation were E. C. Matthews and F. C. Higgins, Toronto grocers, and E. M. Trowern, secretary of the R. M. A.

The retail business tax, the merchants claimed in a memorial presented to Sir James, had proven upon application to be too high, and the government was asked to reduce it from 35 per cent. in villages, 30 per cent. in towns and 25 per cent. in cities above 50,000, to 10 per cent. throughout the province.

The Retailer's Importance.

The memorial pointed out that the merchants were not asking for a reduction of their fair share of taxes but rather for removal of an overcharge; that the retail trade represented the largest commercial class in Ontario and the most highly assessed class; that retailers were among the pioneers to open up trading camps in newly settled districts.

In discussing the Assessment Act, the memorial reads:

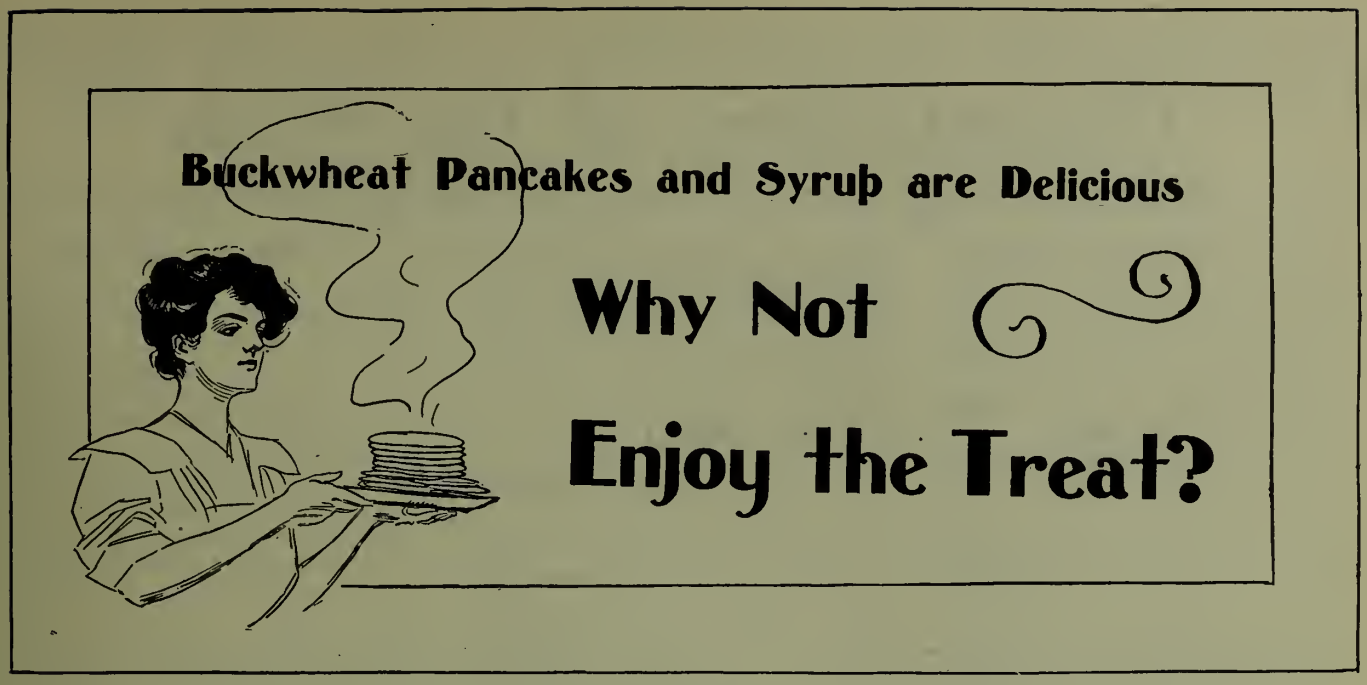
"The principles laid down in the present Act whereby it endeavors to make all wealth the basis of taxation, whether it is land, buildings, merchandise, stocks, bonds, money or income, in our opinion is a sound one; it involves no experiment and no risk, and it forms a stable basis for the financial credit of the community. The principle of tax exemption in our estimation has always been wrong, and it always will be wrong, as it creates a favored class, and this causes dissatisfaction and conflict, but when all are treated alike no injustice can be done. Because we are not in favor of tax exemption, is one reason why we believe that we should pay a business tax proportionate to our wealth, but not out of proportion to it, as we are doing now. The business tax was placed in the Act to take the place of the former tax upon our stocks or personalty, and we see no justification in asking that it be entirely removed."

Land Tax System Not Favored.

"Before closing," adds the memorial, "we feel we cannot allow this opportunity to pass without expressing our great appreciation of the firm and unequivocal manner in which you as the respected Premier of this great province have made it known that you cannot consent to have the underlying principles of the present Assessment Act changed unless there be presented some good logical reasons for so doing."

Sir James assured the deputation that their request would be considered by the government, making no promises as to what the result would be.

A. P. Tippett, of A. P. Tippett & Co., Montreal, has been indisposed for past week. Mr. Tippett will take a trip to the Pacific coast very shortly.



Show Card Suggestion for selling syrups and buckwheat flour during winter months. A card such as this should undoubtedly bring good results.

Country Merchant Doubles Annual Sales

One Plan Adopted Was That of Sending Out a Salesman with Samples Among the Farmers—How He Sold Winter Supplies of Vegetables to Best Customers Before Winter Began—Orders Taken Ahead for Oysters, Sausage, Fish, etc.—Suggestions for Increasing Business During Winter Months.

The winter months present great possibilities to the country and small town merchant to increase his sales, providing seasonable goods are pushed.

Nearly everyone has a liking, for instance, for buckwheat pancakes and maple, corn or cane syrup and it would be an excellent plan to display these in the window occasionally during the winter. The display would be more effective if the merchant had a large plate of buckwheat pancakes arranged in the window to represent a table set for dinner with pancakes on each plate covered with golden syrup. No doubt he could get his wife to do this for him. Buckwheat and other pancake flour in packages and syrups could be used effectively as a background. A few show cards placed at vantage points in the store reading something like this: "Buckwheat pancakes and —— syrup are delicious—Take home a package of each and enjoy the treat"; "Nearly everybody likes pancakes. Do you?"

This plan followed up by suggestions from the clerks and attractive interior displays will result in many sales.

Beans Are Now Good Sellers.

Beans, both canned and loose, could also be handled effectively in the same way by arranging a display of say "Boston baked beans" and "pork and beans."

The many varied ways in which beans can be cooked give one a wide range in these displays. Attractive cards telling the value of beans and suggesting these varied dishes will stimulate the demand.

Oysters, Fish and Sausage.

The writer is acquainted with a progressive country merchant who, while he is miles from a railroad or other source of supply, gets in a regular supply of oysters, sausages, haddie, wieners, etc. He canvasses his customers and gets them to book their orders ahead so that he is able to purchase his supply and be sure of getting a ready sale for same. By this plan the dealer eliminates loss in handling these perishable goods. It is a common thing for this merchant to order 25 gallons of oysters and 100 pounds of sausages for Saturday's trade.

Sent Out a Traveling Salesman.

Too many retailers sometimes wait for custom to come to them and only in a few cases do they take the initiative. It is those who think and plan ahead that make the big successes. The merchant to whom reference is here made had a unique plan to get extra business. He secured the services of a competent salesman, fitted out a sample case similar to the wholesale traveler's case and started him out to canvass the farmers within a five-mile radius. The salesman had a price book giving cost prices, selling prices and quantity prices. He was authorized to meet competition but on no condition to sell goods for less than 5 per cent. over cost. Competition was keen and price cutting indulged in to a ruinous degree, for some, but by this rule, this merchant never lost money but let the other fellow lose it.

Business Doubled in a Year.

The idea of sending out a salesman was a winner right from the start. At first the salesman also delivered his orders but soon this was done by a cheaper man, the salesman being kept at his canvass every day. The ultimate result was the doubling of this merchant's business within a year. Special effort was made to sell those goods which gave the most profit. Tea and coffee were pushed very hard and by developing sales of various lines the merchant was often enabled to purchase in larger quantities at lower prices.

Delivered Potatoes in Advance.

In the fall this merchant would supply his customers with potatoes, onions, apples, etc., at market prices, making his profit by purchasing large quantities. He canvassed his "good pay" customers and stored in their cellars their winter's supply for which they were given privilege of paying for in two ways: first, paying spot cash and getting a discount, or, paying so much per week or month according to the prevailing price for quantity used during this period. This latter plan was not used very often as the customers pre-

(Continued on page 36.)

Current News of the Week

Quebec and Maritime Provinces.

Felix Matte, a Quebec, P.Q., grocer, died last week.

P. Benoit & Benoit, grocers, Montreal, have registered.

Clarence Rogers, general merchant, Yarmouth, N.S., died recently.

P. O'Toole & Sons, general merchants and fish dealers, Louisburg, N.S., have sustained loss by fire.

John Taylor & Son, flour, feed and grocery dealers, Magog, Que., have sold to Jno. Marshall & Son.

R. H. Lamont, grocer, Kentville, N.S., has sold an interest in his business to S. N. Steadman, who for eight years was with the W. D. Currier & Co., wholesale house, Lawrence, Mass. Beginning January 1 the company decided to do a strictly cash business as Lamont & Steadman.

Ontario.

Marshall Moxley, grocer, Greensville, Ont., died last week.

Wilber Eddy, grocer, Toronto, has sold to Herbert Johnston.

R. Burling, grocer, Milton, Ont., has sold to J. C. Brown.

May Burgess, grocer, Toronto, is succeeded by Herbert Johnston.

W. J. Mitchell, grocer, Toronto, is succeeded by J. P. Turner & Son.

L. E. Gowing has opened a grocery, flour and feed store in Burke's Falls, Ont.

The late Robert Barron, a Toronto grocer, left an estate of $109,221 to be divided among his family.

Alfred Powis, grocery broker, Hamilton, Ont., has admitted C. A. Powis into partnership as Alfred Powis & Son.

J. D. Harrison, Shelbourne, Ont., has purchased the fruit, grocery and confectionery business of Miss Agnes Jamieson.

E. F. Mason and Dutton's, two Peterboro, Ont., grocers, have amalgamated. An "Amalgamation" sale is now being conducted.

At the annual meeting of the board of finance for the Masonic blue lodges of London, Ont., T. A. Rowat, a London grocer, was elected president for the year.

A Hamilton, Ont., marmalade manufacturer last week brought in four carloads of Seville oranges, which he says was the largest single shipment ever received in Canada.

A. Devlin has sold his grocery business on College Street, Toronto, and purchased the business of H. Cox on Ossington Avenue. Mr. Cox has bought out Geo. Riley on Queen Street West.

New Men in the Trade

J. F. Pelan, recently on the Eby-Blain, Toronto, selling staff, has bought the business of J. D. Tripp at 1504 Queen Street West, Toronto, and commenced business for himself on Saturday, January 11. Directly or indirectly Mr. Pelan has been connected with the grocery trade for about twenty years.

J. F. PELAN,
A traveller who has gone into the grocery business in Toronto.

Starting in as a boy he acted as sales clerk for Angus Mackenzie, St. Thomas, Ont., for twelve years. Leaving that he started in business for himself in St. Thomas and continued there for six and a half years. At the end of that time he joined the road staff of the T. H. Estabrooks Co. and covered Western Ontario from Waterloo to Sarnia and northward. For the past three months he has been connected with Eby-Blain Co., Ltd., Toronto, as one of their city travelers, and now has once more entered into business for himself.

Mr. Pelan states that when The Grocer first started its window contest he was in St. Thomas and received the first second prize every given. He has ever since been a reader of the paper.

Geo. Stanway, for many years a grocery broker on Front Street, Toronto, died last week. Mr. Stanway was a well-known figure among the wholesale houses and his death is regretted by a large number of men in the trade.

The annual convention of salesmen of the E. W. Gillett Co., Ltd., Toronto, was held last week. For the annual convention to be held in 1914, J. W. Powell has been elected chairman, A. E. Pott, vice-chairman, and J. P. Holden, Wm. Menzies and S. D. White a committee on arrangements.

Hugh Blain, wholesale grocer, Toronto, has been nominated for the council of the Toronto Board of Trade. G. W. Prescott, representing Hudon, Hebert & Cie, wholesale grocers, Montreal, in Ontario, was nominated for representation on the Canadian National Exhibition Association.

Henry Wright, president, and W. H. Wilson, Canadian manager of the MacLaren Imperial Cheese Co., Ltd., purpose paying a visit to England and the Continent, to visit the various firms they represent in England, France and Germany. Their absence will extend over some seven or eight weeks.

Western Canada.

Hoaas & Nelson, general merchants, Dundurn, Sask., are succeeded by Hogal & Taylor.

The Hudson's Bay Co., Hazelton, B.C., sustained a heavy loss from fire recently. Stock carried was estimated at $60,000 and a great deal of this was burned.

W. H. Malkin Co., wholesale grocers, Vancouver, B.C., have bought property adjoining their place of business on Water Street at a cost of $66,000 and will enlarge their premises.

One of the most disastrous fires in the history of Western Canada occurred on Sunday, January 12, when the large packing plant of P. Burns & Co., Calgary, Alta., was almost totally destroyed by fire. The fire not only played havoc in the packing department, but also got into the storage plant where from 15,000 to 20,000 carcases were stored and practically demolished everything. Low water pressure made it impossible for the firemen to do effective work, and thus the loss was rendered much more serious. It is stated that butchering in the open may have to be resorted to. The property destroyed was fully insured and storage stock also was well covered.

Sugar Situation Still Shows Weakness

Raws Take Another Decline in New York—Corn Syrup Market Not Strong—Better Quality Prunes Scarce—Clove Market Strong—Chicory on the Decline—Bean Market Weak.

QUEBEC MARKETS.

POINTERS—

French Mushrooms.—Advanced $1 per case.

Coffee—Firmer.

Prunes—Firmer.

Tomatoes—Advanced 12½c.

Montreal, Jan. 15.—There is a brisker tone to market which shows full recovery from the dullness following the holiday season. Orders are coming in rapidly and the trade has resumed activity of the December season.

SUGARS.—Market is weak and unless the United States market rallies there may be further decline. Some claim even to see a brighter undertone to the market and entertain the opinion that prices will shortly stiffen, although statistics are somewhat unfavorable to the occurrence just now.

Granulated, bags	4 60
Granulated, 20-lb. bags	4 70
Granulated, 5-lb. cartons	4 90
Granulated, 2-lb. cartons, per cwt.	4 90
Granulated, Imperial	4 45
Granulated, Beaver	4 45
Paris lumps, boxes 100 lbs.	5 35
Paris lumps, boxes 50 lbs.	5 55
Paris lumps, boxes 25 lbs.	5 65
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 20
Crystal diamonds, 100-lb. boxes	5 35
Crystal diamonds, 50-lb. boxes	5 45
Crystal diamonds, 25-lb. boxes	5 65
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	4 95
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 00
Powdered, 25-lb. boxes	5 20
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 yellow	4 35
No. 1 yellow	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES. — Prices remain same as last week but cables are expected next week advising on new crop which will be booked early in February for March delivery. Stocks are low at present and account for ruling high prices. Last year Fancy Barbadoes sold at 33c., while to-day they are quoted at 42c. The condition governing the fluctuations in molasses and syrup market are similar to the conditions governing butter and cheese market as the relation of the sugar to molasses is the same as butter to cheese. When sugar is high and selling well most of the raw material is turned into sugar and vice versa.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS. — Demand very good for every line but figs and fancy raisins which are in weak demand. Greek currants are not up to usual standard, which is undoubtedly due to scarcity of labor on account of Balkan war. The demand has kept up and has caused those remaining at the work to rush through the cleaning process and consequence is that the quality was sacrificed. Other Asia Minor products have not been affected in this way to any noticeable extent.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 10
Evaporated pears	....	0 13
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-50	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 08
Choice fancy seeded, 1-lb. pkgs.	....	0 08¼
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅞	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

COFFEE.—Wholesalers report coffee quiet and prices unchanged but the importers advise advances in Mochas, Santos and Maricaibo with demand light for season of the year. It is surprising that more coffee is not used during the cold winter months and coffee men say that the demand would be largely increased if the public really understood the value of coffee as a "warming up" agent.

Mocha	....	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27

TEA.—The supply of tea is short and prices are stiff.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

SPICES.—Cloves are high and there is every indication that there will be another advance as New York quotes 25c with a 12½c duty. The new crop will be more expensive. Business is fair and orders coming in freely.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Cloves, whole	0 30	0 35
Ginger, Cochin	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 10	0 11

NUTS.—Trade in this line is satisfactory. Demand is quite brisk for this season of year. Prosperous condition of the country is keeping up the consumption in all fancy lines. The increase in popularity of the summer resorts and the many social functions have every tendency to keep up lively demand in both nuts and dried fruits (fancy) throughout the entire year.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	....	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 20
Beans—		
Ontario, hand-picked, per bush.	....	2 80
Imported Rangoon, hand-picked, bush.	2 10	2 15
Imported Austrian, hand-picked, bush.	2 50	2 60
Ontario white beans, bush.	2 20	2 25

ONTARIO MARKETS.

POINTERS—

Sugar—Weak.

Cloves—Stronger.

Ginger—Easier.

Prunes—Firmer.

Beans—Weak.

Walnuts—Firmer.

Chicory—Down 1 cent.

Toronto, Jan. 15.—Some wholesale houses are still engaged in stock-taking and this coupled with amount of business being done renders all pretty busy. In another week or two it is expected effect of the holiday will have en-

A Few Words To You— Mr. Retail Grocer!

You are now about to take stock, and to balance up the results of your business for 1912. Have you looked around your shelves and noticed the number of unsaleable cereals you have on hand, which are already stale and unfit to send out to your customers without injuring your trade?

You don't find any of **KELLOGG'S TOASTED CORN FLAKES** among them, do you? But you do find some of nearly all the imitation Corn Flakes, which you have been induced by clever salesmen to buy on the understanding that a large demand would be created for them.

All the grocer has to do with **KELLOGG'S** is to keep up with the demand. No capital tied up in slow moving goods. Our enormous advertising, and the great popularity of our product, is

Your trade requires only one make of Corn Flakes if it's KELLOGG'S.

The sale of our product covers the whole of Canada from Halifax to Vancouver, and any communications in regard to business addressed to any of our representatives will receive prompt attention.

T. M. Sibbald,
31-33 Front St. E.,
Toronto, Ont.

Howe, McIntyre Co.,
Montreal, Can.

Edmond S. Bois,
Quebec, Que.

J. W. Gorham & Co.,
Halifax, N. S.

Chas. E. Macmicheal,
St. John, N. B.

James Somerville,
56 McNab St. S.,
Hamilton Ont.

W. Lloyd Lock & Co.,
Winnipeg, Man.

Shallcross, Macaulay & Co., Ltd.
" " Calgary, Alta.
" " Edmonton, Alta.
" " Vancouver, B.C.
" " Victoria, B.C.
" " Prince Rupert

The Battle Creek Toasted Corn Flake Co., Limited

London, - Canada

tirely worked off and that business will again pick up. At present trade is good for season and few complaints are being heard to say the least.

SUGAR.—The sugar market just now looks like a declining proposition. Cuban raws in New York have dropped down to 3.57 with rumors that they can be bought at 3.48 or even 3.42 during the coming month. This is getting pretty close to bed rock, and gives a good chance for the speculator to step in if the market decline any further.. With the Cuban raws in such a situation, New York refined should readjust itself to a proportionate level. Whether this readjustment take place in 10 days or 3 or 4 weeks is a matter upon which much opinion is expressed. Eliminating the war conditions altogether, the New York refined market is likely to break, and this market is likely to follow. At present time,however, business is quite active for season, and several are buying. Just now everything points towards cheaper sugar this spring, but conditions might easily be changed over night.

Extra granulated, bags	4 70
Extra granulated, 20-lb. bags	4 80
Extra granulated, 5-lb. cartons	5 00
Extra granulated, 2-lb. cartons	5 00
Imperial granulated	4 55
Beaver granulated	4 55
Yellow, bags	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 10
Extra ground, 50-lb. boxes	5 30
Extra ground, 25-lb. boxes	5 50
Powdered, bbls.	4 90
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 10
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 35
Paris lumps, in 100-lb. boxes	5 45
Paris lumps, in 50-lb. boxes	5 55
Paris lumps, in 25-lb. boxes	5 85

SYRUP AND MOLASSES.—With the coming of the Lenten season and also colder weather a much brisker demand for all lines of syrups is expected. Just now it is difficult to state what the market situation is. Certainly no great strength prevails. Business is good for season and prices remain unchanged.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Evaporated apples still show no signs of strengthening. Supplies of all grades flood the markets. Both of high and low quality are there plenty in store and demand is only fair. Rather a firmer feeling prevails in California fruits. Prunes are firmer this week especially in the larger and finer grades which are scarce. Poorer grades can be had in greater quantities, and in these there is little change.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¾
40 to 60, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Still an undue proportion of low grade teas flood the market. Better qualities are scarce and tend higher in price. Many people apparently will have good teas no matter what the price, thus the large amount of poor grades rather tends to increase the price of the better than to lower it.

COFFEE.—Coffee market is practically without change. There is a little hardening in prices on the primary market, but no change locally. The statistical position is strong, and everything points towards firm or even advancing prices.

Chicory is slightly easier and has been reduced 1 cent.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Prices remain unchanged except in cloves which have advanced and continue firm. Ginger looks rather easier this week and nutmegs a little firmer. Cocoanut, too is firm. Small amount of business is passing as many of the dealers are still busy taking stock.

	6 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	30—32	1 05—0 95	..—1 08
Cream tartar	25—25	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 16
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾

RICE AND TAPIOCA.—The market here is without feature this week. Tapioca contiues easy and rice much the same as last week.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83
	Per lb.	
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 05½
Patna	0 05½	0 06
Japan	0 06	0 07
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06½	0 07
Flake	....	0 06
Seed	0 06½	0 07

NUTS.—On the primary market walnuts are scarce and have advanced in price. Brazils, too, are a scarce commodity. Demand on local markets is very light.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—Still a weak feeling prevails in beans with little sign of change. Canadian beans flood the market, but owing to much inferior quality are somewhat pushed aside by the hand-picked Austrian.

Prime beans, per bush., new	....	2 80

CANNED GOODS.

TORONTO.—Canned goods remain pretty quiet just now. Retailers stocked pretty heavily before Christmas, and as yet have had no need to replenish supplies. There is no shortage of canned goods on the market so that little advance is expected. A report has been current that tomatoes are likely to advance, but local dealers do not expect these to go above the regular list price.

MONTREAL.—Tomatoes and corn are in good demand and prices are quoted in some lines in advance of canners' price. Supplies are plentiful in every line with possible exception of tomatoes. The bulk of the trade is in small lots with delivery of booked orders still going on. Prices remain firm with slight advances in two or three lines.

MANITOBA MARKETS.

POINTERS—

Cloves—Advanced 2 cents.

Cocoanut 1 cent per lb. advance.

Chicory—¼ cent decline.

Tobaccos—Advance.

Winnipeg, Jan. 15.—Some changes of interest are to be noted in prices as indicated above and reductions in syrup and sugar noted last week hold with prospects for yet further declines in both lines.

Dearer tobacco is forecast for 1913 and some manufacturers have already advanced prices.

A reduction in chicory was unexpected but coffee and the values are firm. High grade teas are admittedly scarce and are likely to go higher, while there is an over-supply of low grades.

An advance of 2 cents per lb. on whole and ground cloves is an indication of a general advance in spice prices that has been expected by the trade for some time.

SUGAR. — There has been little change in prices of raw sugar for some time but the new crop of cane is said to be a heavy one. Conditions seem to indicate cheaper sugar than has been for some time.

Montreal and B.C. granulated, in bbls.	5 25
Montreal and B.C., in sacks	5 20
Montreal and B.C., yellow, ni bbls.	4 85
Montreal yellow and B.C. yellow, in sacks	4 80
Icing sugar, in bbls.	5 60
Icing sugar, in boxes, 25 lbs.	5 85

SYRUPS.—No change since last announced reductions. Market steady and demand good. Corn syrup is predicted to go lower in sympathy with cheaper sugar and on account of cheap corn in the United States.

Corn Syrup—	
2 lb. tins, per case	2 13
8 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 — 0 35
Molasses, Barbados, gal.	0 45 — 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—There is no change in situation here since last report, but it is not probable that the present price of prunes will hold for any length of time. The dried fruit markets generally have firm tone.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05¾
90-100s, 10s, s.p.	0 05½
80-90s, 25s, s.p.	0 06⅜
80-90s, 10s, s.p.	0 07⅛
70-80s, 25s, s.p.	0 07⅛
70-80s, 10s, s.p.	0 07½
60-70s, 25s, s.p.	0 07⅜
50-60s, 25s, s.p.	0 07⅞
40-50s, 25s, s.p.	0 09¼
Cooking Figs—	
Choice boxes	0 06¼
Half boxes	0 06¼
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¼ — 0 09½
Smyrnas	0 13 — 0 15
Currants—	
Dry clean, per lb.	0 07⅛
Washed, per lb.	0 07⅞
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEES AND TEAS.—A decline of 1¼ cents per lb. is announced on chicory. This is the first change for some time affecting the coffee trade. Coffee values are firm and nothing but a bumper yield is likely to break prices. High class teas are reported as scarce and likely to go high.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 11¼
Teas—	
China blacks, choice	0 25 — 0 40
India and Ceylon, choice	0 32 — 0 40
Japans, May picking	0 35 — 0 50
Japans, choice	0 35 — 0 45

BEANS.—The only hand-picked beans on market here are imported and they are scarce. Ontario supply includes much inferior beans.

Beans, hand-picked, per bushel	2 95
Beans, 3 lb. pickers, per bushel	2 85
Split peas, sack, 98 lbs.	4 25
Whole peas	2 90

NUTS.—Trade in nuts has been quiet and little will be done by wholesalers in this line until surplus Christmas stocks are worked off by retailers.

Brazil	0 13 — 0 14
Tarragona almonds	0 16¼
Peanuts, roasted, Jumbos	0 12
Peanuts, choice	0 09½
Pecans	0 17
Marbot walnuts	0 13½
Grenoble walnuts	0 16
Sicily filberts	0 11½
Shelled almonds	0 35
Shelled walnuts	0 30
Chestnuts	0 20

WINNIPEG.

PRODUCE AND PROVISIONS.Best creamery butter is quoted at 1 cent per lb. lower. There is nothing new in dairy butter. Eggs are lower. The decline in storage eggs has been followed by decline in domestics. All other lines steady.

Lard, tierces	0 13⅜
3 lb. tins, cases	8 70
5 lb. tins, cases	8 65
10 lb. tins, cases	8 55
20 lb. pails, cases	2 80
50 lb. tubs	6 90
1 lb. bricks	0 15
Cured Meats—	
Hams	0 15½ — 0 18½
Long clear	0 15½
Short clear	0 15¼
Shoulders	0 14¼
Bacon	0 20 — 0 22½
Cheese—	
Ontario, large	0 15½
Ontario, twins	0 15¾
Manitoba large	0 15
Manitoba twins	0 15½
Butter—	
Creamery	0 34 — 0 36
Dairy	0 29 — 0 30
Eggs, fresh laid, Manitoba	0 30
Southern eggs, shortage	0 21

WINNIPEG.

FRUITS AND VEGETABLES. — Trade in fruits and vegetables is somewhat quiet. Navel oranges have advanced. Imported rhubarb and strawberries are on market. Potatoes are steady at reasonable prices, and likely to be cheap in spring.

Frozen cranberries	10 00
Malaga grapes, kegs	8 50 — 10 00
Navel oranges, case	4 00
Bananas, per bunch	2 50 — 3 50
California lemons, crate	7 00
Washington apples	1 50 — 2 25
Ontario tomatoes	0 75
Ontario apples	4 50 — 5 50
Cranberries	14 00
Spanish onions	3 75
Florida grape fruit	5 00
Pears	4 00
Valencia onions	2 00
Imported rhubarb, lb.	0 20
Strawberries, quart	0 70
Sauerkraut, lb.	0 04
Califirnia tomatoes, case	2 75
Potatoes—	
Potatoes, per bushel	0 40
Carload lots	0 35
Jersey sweet potatoes, barrel	6 50

WINNIPEG.

FISH.—There is a good demand for all lines of fish carried by local dealers.

Fish—	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 08½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 68 — 0 75
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 50

NEW BRUNSWICK MARKETS.

St. John, Jan. 16.—With exception of a falling off in sugar the past week has been unusually quiet in local grocery market. Sugar went down 10 cents in all grades and advices to local trade are to effect that in consequence of enormous beet crop this year and generally bright prospects for great harvest there will be no higher prices for some time to come, and in fact an even easier tone may be looked for. Buying is mostly from hand to mouth although there were cases just this week about a day or two before the change that showed where one or two dealers had bought a carload thinking it would be higher, and now regret their action.

The provision market still remains quiet, but easier tone is noted, with prospects for continuance of same. There has been sharp decline in pork, and pork products have felt this slightly. A slight easing in lard has taken place, a fall of about half a cent occurring. Cornmeal is not so strong as last week.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	2 85
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 32	0 36
Butter, creamery, per lb.	0 28	0 30
Buckwheat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 15¼	0 15¾
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string		1 02½
Corn, doz.		1 10
Peas, No. 4		1 40
Peas, No. 3		1 42½
Peas, No. 2		1 45
Peas, No. 1		1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.		2 20
Strawberries		2 20
Tomatoes		1 65
Cornmeal, gran.		4 75
Cornmeal, bags		1 45
Cornmeal, bbls.		3 05
Eggs, hennery	0 45	0 50
Eggs, case	0 35	0 40
Flour, Manitoba	6 25	6 35
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 14¾	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled		5 50
Oatmeal, std.		6 05
Pork, domestic mess	24 50	25 00
Pork, American clear	25 00	27 00
Potatoes, barrel, new	1 80	2 25
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 80	4 90
Austrian granulated	4 70	4 80
Bright yellow	4 60	4 70
No. 1 yellow	4 30	4 40
Paris lumps	6 00	6 25

PETITIONS BEING WELL SIGNED.

Many Dealers Throughout the Province Attaching Their Signatures.

Toronto, Jan. 16 (Special).—Latest reports coming in to the secretary go to show that the work which the Ontario Retail Grocers' Association have undertaken with regard to the Weights and Measures and Garnishee Acts is meeting with the most marked approval.

Copies of the petition are being returned in large numbers and in all cases

the merchants are unanimously in favor. Many are not satisfied with simply putting their names down to both petitions, but have written in stating how well they are pleased with the measures taken and that they had been looking for something of the kind for some time. Before copies of the petition were sent out to all the towns, several merchants had copies made from clippings from The Grocer and sent them in voluntarily. Whether in large or small towns the feeling seems to be the same. No instance has yet been given where a grocer has refused to sign and in several cases other merchants have gladly signed the petition re Garnishee Act.

Many of the petitions are still in circulation and will arrive in due time. The larger towns are represented by the executive and these are now being heard from. Toronto is being left till the last, but with several men on the field it is expected that the ground will be covered in a week. The association is counting on at least a thousand signatures from this city.

Following items appeared in The Canadian Grocer of January 20, 1893:

"A number of fellows have recently been scouring the county of Essex in search of white turnips. The sharpers grind these up, season with fluid extract of horse-radish, white mustard and vinegar, and then place the stuff on the market as first-class horse-radish for table use. An ordinary white turnip will yield the swindlers about 50 cents net."

Editorial Note.—It is evident that in the past wooden nutmegs, olive-stone pepper, etc., etc., have not held a monopoly on the market for originality. Horse-radish from white turnips must be counted in.

* * *

In the issue of January 20, 1893, a report of the Toronto Retail Grocers' Association At Home appears. From it is taken the following extract:

"The opening official set of lancers was made up of President D. W. Clark and Miss Gibson, Mr. and Mrs. A. Dennis, Mr. and Mrs. A. M. Piper and Mr. and Mrs. Sloan; next them was a set made up of Mr. George and Miss Barron, P. C. Larkin and Miss White, W. W. and Miss Park, Mr. and Miss Taylor; next them came sets formed by Mr. and Mrs. Butcher and Mr. Saunders and Miss Bradley, Mr. Shields and Mrs. Shields, Mr. Kempton and Mrs. Kempton, Mr. Gordon Crean and Miss Butcher."

* * *

"C. H. Peebles, Hamilton, has a useful attachment to his front door that should be put on every shop door in the country. By it your door can be opened by any of the employes from behind the counter. A rope is attached to the latch of the door and run up to the top along the outside panel. From there it is carried diagonally across to the ceiling, and from there to a point behind the counter. Then, by pulling a rope the latch is lifted and the door opens wide. A spring attached to the door closes it again. "You don't know how useful and labor saving an invention like this is," said C. H. Peebles to The Grocer's representative last week. "If a lady happens to enter the door with parcels in her hand or even without, how nice it is to open the door for her. It saves a lot of time in running to and from the front door, and, as there is always someone behind the counter, we are always polite in opening our door for our customers. I saw this device in Buffalo some months ago, and it works to perfection."

Editorial Note.—Mr. Peebles is still a familiar name among the Hamilton grocery trade.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor Canadian Grocer.—Please give me the manufacturer of the "Good Luck" prize candy package, sample wrapper enclosed.—J. W. B., Sydney Mines, N.S.

Editorial Note.—The Montreal Biscuit Co., Montreal, are manufacturers of this line.

* * *

Editor Canadian Grocer.—Can you inform us where we can purchase so-called bull meat flour or beef meat flour or as it is sometimes called potato flour?—P. L., Fort William, Ont.

Editorial Note.—Potato flour can be obtained from the Edwardsburg Starch Co., Montreal; Eby-Blain, Ltd., Toronto, and Fred Coward, Spadina Avenue, Toronto.

ONTARIO R. G. A. ANNUAL.

President D. W. Clark of the Ontario Retail Grocers' Association states that the first annual meeting of this organization will be held on Good Friday in Toronto. Arrangements will soon be gotten under way.

COUNTRY MERCHANT DOUBLES ANNUAL SALES.

(Continued from page 29.)

ferred to make the saving by paying cash.

This plan saved handling these bulky products so many times as they were delivered directly from the farm where purchased to the customer. This same plan was followed out as much as possible with canned goods, flour, etc.

Responsibility Given to Clerk.

Much thought and attention was given to window display and the windows were dressed regularly every week by a clerk assigned to this work. This clerk also had charge of the interior arrangement of the store which was always arranged to conform with the lines displayed in the windows. Show cards were freely used and every clerk endeavored to boost the sale of the lines displayed.

On the first of every month a circular was printed on a duplicating device listing special prices in odd lines and seasonable goods for that month. These were given to the delivery boys to distribute and were also enclosed in all counter sales. These circulars were instrumental in keeping the stock clean and up-to-date.

Specialized on Advertised Goods.

Advertised goods were handled almost exclusively as it was found that less time was consumed in making the sale and they gave better satisfaction to the customer. Wholesalers and manufacturers were approached for assistance in pushing their line of goods and in practically every case material assistance and advice was forthcoming.

Large newspaper space was not used but by creating a personality for the small ads., a keen interest was awakened and the result was found to be profitable. For instance, one ad. gave the names of several prominent customers who had purchased honey the day before. The reading matter was so written as to make the reader's mouth water for honey. This was followed by prices.

By following out some of the ideas of this merchant as well as using his own the country merchant can make January and the winter months a busy time and by devoting thought and using initiative to the sales plans, he can greatly increase his sales the year round.

Advancing Wheat Strengthens Flour

No Change, However Expected in Near Future—Rolled Oat Situation Steady—More Business Passing Since Decline—Decline in Cornmeal in Winnipeg of 5 Cents Per Sack—Mill Feed Market Easier.

Mill feeds are again easier this week. Prices have been reduced in shorts only, but whole market has taken on an easier tone. One miller even stated, "Feed is hard to sell. We can easily take care of all the straight-car orders we can get." At present millers are within 50 cents of shipping mill feeds into the States. A slight change would cause all surplus on Canadian markets to be worked off rapidly in this way.

With first of February heavier demand is expected. Owing to mild weather cattle have been allowed to get outside around the straw stacks and thus farmers have not found it necessary to buy feeds in such large quantities as in other years.

Wheat continually advancing has given greater strength to flour markets, and a firm tone prevails. At present large buyers are pretty well taken care of, and no change is expected on domestic until a more decided change in price of raw material is made.

Prices on cornmeal have declined five cents in Winnipeg this week. Though still scarce article on market cornmeal is weak, and little prospect is given of its advancing.

MONTREAL.

FLOUR.—There is no change in the flour situation and prices remain firm. Local demand is fair.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba atraight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

ROLLED OATS.—The decline in rolled oats announced on this page last week has somewhat stimulated retail demand, trade being quite brisk.

Fine oatmeal, aingle bag lots	....	2 44
Standard oatmeal, single bag lots	....	2 44
Granulated oatmeal, single bag lots	....	2 44
in 25 bag lots prices of above are 10 cents lower.		
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	....	2 12½
Rolled oats, jute bags, 90-lb. aingle bag lots	....	2 22½
Rolled oats, bags, 90-lb. aingle bag lots	....	2 27½
Rolled oats, barrels	....	4 50
Rolled wheat, barrels	....	2 60
Hominy, 98 lb. sack	....	2 15
Bolted cornmeal, 100 bags	....	2 15

TORONTO.

FLOUR.—Owing to recent advances in the prices of raw material flour has taken on a much firmer tone. Raw material has not yet advanced enough to warant an advance on this market. Up till recently the price on flour was thought to be a little high considering prices on wheat. As to the future various opinions are expressed. Some are of the opinion that flour is likely to advance within a short time while others see no reason for any change. Stocks locally are now in much better condition and mills are not so rushed as a few weeks ago.

Manitoba Wheat.

1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car lots, per ton	30 00	32 00
Flour in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—The decline of 15 cents in the price of rolled oats which took place last week has stimulated trade here considerably, and a brisk business is passing. Some millers claim that raw material advancing will also cause rolled oats to advance, while others think there is little likelihood of any such change. Mills are still very busy filling orders.

Cornmeal is still a scarce article on the market, but in spite of that the market keeps weak and with little sign of change.

Rolled oats, small lots, 90 lb. sacks	....	2 22½
Rolled oats, 25 bags to car lots	....	2 12½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35½
Rolled wheat, small lots, 100-lb. bbls	....	2 75
Rolled wheat, 5 barrel to car lots	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	....	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	....	1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—A decline of $1 has been made in the price of shorts this week. Prices on bran and middlings continue unchanged. Stocks though rather heavy at the moment are none too heavy for entering upon the spring demand. Until within the past couple of weeks cattle have been allowed outside and thus demand for feeds has not been as heavy as anticipated. A further decline of 50 cents would cause export of mill feeds to the Eastern States and very soon work off all local surplus.

Some mills this week quote bran $19, shorts $21—$22, and middlings $23—-24, while others still maintain the higher prices.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	....	25 00

WINNIPEG.

FLOUR AND CEREALS.—The domestic trade in flour is fair. Export trade dull. Cornmeal has declined 5 cents per sack of 98 lbs.

Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	1 90
Granulated oatmeal	2 70
Cornmeal, sack of 98 lbs.	2 15

STIMULATING JANUARY BUYING.

Carrol's, Hamilton, Ont., began their last week's advertisement in the local papers as follows:

SELLING OUT.

No. We are not selling out. Don't have to. But we are outselling everybody in the game every day in the week and every week in the year. And this week prices and profits are pounded down to the smallest possible margin in order to stimulate the greatest January buying on record. You can buy as much as you want or as little as you want and your order will be carefully and promptly filled.

Following this introduction were references to such articles as soap, corn, canned fruit, grapefruit, nuts and candies, butter, flour, sugar, buckwheat flour, cocoa, coffee, tea, vegetables and ammonia. These were the lines Mr. Carroll used particularly to stimulate sales during the month.

Frost in California Causing Advances

Oranges and Lemons on Upward Move—Full Extent of Damage Not Yet Known—Good Crop of Cuban Grapefruit—Celery from Florida Will Soon Arrive—Strawberries Maintain High Price—Potato Market Not Any Too Strong.

The exact extent of damage done by recent frosts in California is not yet determined but there is no doubt that the loss has been great and both fruit and trees, especially younger ones, have suffered. A few cars are still on way and will arrive shortly. Supplies are sufficiently short to warrant advance which has been made.

Sale of lemons during past ten days has been good. Prices on Italian market have been advanced recently on account of shortage there. From February on, crop this year will be only about half that of last year and as fruit has already been gathered two or three times, sizes of remaining fruit are small. There seems little doubt that prices can go lower. On this market prices are likely to remain unchanged until present supplies are all out.

As season advances in Florida it is likely that sizes in grapefruit will be larger. There is every prospect for a fine crop of Cubans and these are expected to run in desirable sizes. As yet they are not on market but will be within a few weeks.

California celery is practically off market. Frost has seriously damaged crops so that growers are scarcely able to tell exactly what situation is. A little California celery is expected later on, but sizes will be small. By end of month Florida celery will be ready for shipment. Florida crop is heavy. High prices ruling on California now will mean high prices on early shipments of Florida celery.

MONTREAL.

GREEN FRUIT.—The damage to the orange and lemon crop by the recent frosts in California is heavy and late dispatches advise advance of $1 per box on lemons in New York. It is expected that oranges will similarly advance but this is not yet confirmed. There will be much of crop damaged as fruit when frozen on the trees loses its juice through pores of the skin and little remains but the pulp. This would necessitate importing Messina fruits, which will be higher than California's.

Trade is quiet in fruits at present and will in all likelihood continue dull during winter months.

It is estimated that there are 70,000 barrels of apples in storage here, some 10,000 barrels having been sold since Christmas. Supply will soon be decreased by exportations to Old Country, which will begin shortly. Prices remain about same but some advances are anticipated with continued cold weather.

Tomatoes are being imported from Bahamas and are of excellent quality. They are selling at $3 to $3.50 per crate but as they are tender and susceptible to frost price will remain high.

Apples, fall, No. 1	3 00	4 50
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cape Cod cranberries	11 50	14 00
Grape fruit, Florida, case	3 50	4 00
Lemons	2 75	3 50
Oranges, California navels	3 00	3 50
Oranges, Valencias	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans, casea of 24	4 50	6 50
Grapes, Almeria	6 00	8 00

VEGETABLES.—Demand for potatoes is fairly good. Supplies are ample to fill requirements and prices rule steady. Green Mountains in car lots are 85 to 90 cents and Quebec grades 75 to 80 cents per bag, and in small lots Green Mountains are selling at $1.05 per bag.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hampers	....	4 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	....	3 75
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 00
Potatoes, bag	1 00	1 05
Spinach, box	....	1 00
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	....	0 25
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—Reports coming from California regarding the effects of the frost on the orange crop have already affected prices here and caused an advance of from 50 cents to $1 per box. Advance and scarcity of navel oranges together have caused a better movement in Florida and Jamaica oranges, also in grapefruit.

Strawberries have advanced in price locally this week. Towards end of last week these sold as low as 30 cents per quart box. But shippers were sending in too many and now with more limited supply a higher price is asked. Quality this week is much finer than last.

A little California asparagus is again on market and is selling at $4.50 per dozen bunches.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bbl.	....	2 50
Greenings, No. 2, per bbl.	....	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 25
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	11 00	12 00
Cranberries, crate	3 25	3 75
Grapes, Armeria, per bag	6 50	7 50
Hothouse grapes, per lb.	....	0 75
Grapefruit, sizes 54, 64 and 80, per case	3 00	3 50
Kumquots, per quart	....	0 25
Lemons, Messina	2 75	3 50
Oranges, Florida, case	2 75	3 25
Navels, per case	3 25	4 00
Mexican oranges, per box	....	2 25
Pineapples, per case	4 00	4 50
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90
Strawberries, per small box	0 40	0 60
Tangerines, per strap	4 00	5 50

VEGETABLES.—Onions are a little easier this week and prices have been slightly reduced. The United States onion through being dry and of fine quality is bringing from 10 to 15 cents per bag more than the Canadian, some of which didn't dry out properly last season. Potatoes, too, are a little easier and larger offerings are being made. California celery has advanced about $1 per crate owing to supply on the primary market being cut off.

Beets, per bag	0 65	0 75
Carrots, per bag	0 45	0 65
Cabbage, per bbl. (about 3 doz. beads)	....	1 25
Celery, per dozen	0 35	0 40
Celery, California, per crate	6 50	7 00
Cucumbers, Boston, hot house, doz.	1 75	2 00
Lettuce, doz. bunches	0 25	0 30
Lettuce, Boston heads, bamper	....	3 25
Mushrooms, per lb.	0 50	0 70
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	1 00
Potatoes, Ontario, per bag	0 75	0 90
Potatoes, New Brunswick	1 00	1 05
Parsnips, per bag	....	0 75
Turnips, per bag	0 25	0 50
Tomatoes, hothouse, per lb.	....	0 30
Sweet potatoes, 50 lb. bamper	....	1 50
Cauliflower, per case	....	4 25

Small Oyster Growers Have Trouble

Severe Weather on Atlantic Coast Giving Them Trouble—Larger Growers Able to Take Care of Their Trade—Lent Opens Early in February and Fish Business Will Increase—Storms Off Nova Scotia Hinder Lobster Fishing—Scarcity of Some Lines.

With Lent coming almost a month earlier this year than usual, prospects for heavy trade in fish look bright for some time yet. Reports from the Maritime Provinces, also from the West, state that weather conditions have been rather unfavorable for fishermen of late so that supplies have not been kept up to the mark. Shipments are coming on a little better now, however, and it is thought that stocks will be sufficient to meet demands.

In the oyster situation there is silght change. Conditions in Chesapeake Bay have not been good on account of severe weather and oystermen find that the crop is not nearly as good as was expected. Prices in that part of the country have advanced sharply. Larger growers in the north who husband their resources to take care of the trade throughout the season report plenty of stock to care for a steady business, although the trade depending on the small grower is liable to have trouble at any time particularly if suddenly severe weather sets in.

MONTREAL.

FISH.—The supply of halibut is short and prices on this line will likely advance during the week. All lines of fish are moving freely and with the Lenten season looming ahead surplus stocks are being snapped up.

FRESH AND FROZEN.

Flounders	....	0 10
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	....	0 03
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 13
Haddock	....	0 04
Halibut, per lb.	0 12	0 13
Herring, frozen, per 100 fish	....	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	0 06	0 06½
Steak, cod	....	0 06
Mackerel	0 10	0 12
B.C. red salmon	....	0 19
New Gaspe salmon, per lb.	....	0 18
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 11
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 11
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 15
Fancy weakfish	....	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb....7, 8, 10, 11,		12
Dry pollock, 100 lb. bundles, per bundle		5 50
Shredded cod, 2 doz., in box, per box		1 80
Boneless strip cod, 30-lb. box		0 10

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 75
New Labrador herring, per half bbl.		3 10
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 00
Lake trout, kegs		6 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	2 75
Lake trout, half bbl.	....	6 00
Scotch herring	....	6 50
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	0 12½
Salt eels, per lb.	....	0 06½
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	12 50

SMOKED.

Bloaters, box		1 10
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07	0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 13
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 25
Boneless smoked herring, 4 lb. boxes, per lb.		0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60

TORONTO.

FISH.—This year has been a peculiar one for almost all lines of fish and it has been hard to state just what is going to happen next. According to present outlook there will probably be enough western salmon to meet demand but outside that, outlook is exceedingly dark. Halibut continue firm and scarce but with no price change. Supplies of haddock are small locally but are sufficiently large to meet the demand which at no time is heavy.

Lobsters are being imported, but no wholesale price can be given as retailers usually import direct.

Supplies of oysters keep coming forward continually and are being well met retail by demand. Quality continues excellent and is said by some dealers to be better than for several years. Business keeps decidedly brisk. "This is by far the best season we have ever had," said one dealer this week, and other opinions expressed were equally encouraging.

FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	....	0 10½
Sea herring, per 100	2 00	2 50
Lake Superior herring, per 100	....	3 50
Cod, per lb. straight	....	0 06
Haddock, per lb. straight	....	0 05
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	....	0 07
Pickerel, per lb. straight	....	0 09
Lake Erie herring, per lb. straight	....	0 06

FRESH CAUGHT FISH.

Steak, cod	....	0 08
Haddock	....	0 07

SMOKED.

Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX.

FISH.—The local fish trade is quite active. There is a heavy run of fish on the inshore banks, and as result, industry has been given a boom. The vessels fishing out of Canso having made enormous catches of haddock. The run is unprecedented for season of the year.

Lobsters continue scarce and high. The receipts are not sufficient to supply the local demand. There has been a heavy decrease in shipments to Boston, the last steamer taking only 87 crates.

ST . JOHN.

FISH. — The weather man does not seem in sympathy w ith local dealers in so far as their fish department is concerned. Unfavorable weather was responsible for falling off in supplies. The stocks of regulars, halibut, cod, haddock, etc., were fair but not up to the demand,

Produce & Provisions

Firmer Tendency to Provision Market

Hogs Reported Somewhat Scarce—Pure Lard Rather Weak—Egg Market Takes on Firmer Tone—Continued Severe Weather Would Strengthen Eggs Considerably—Butter Situation Difficult to Fathom Accurately.

A much firmer tone prevails in the egg market this week. As yet buying is pretty much hand-to-mouth as retailers do not care to stock up for more than a day or two ahead. But with quantities of storage eggs becoming lower, prices have advanced slightly in Chicago and prospects are better for the wholesaler than for some time. Stocks in Canada are said to be fairly low. Speculative eggs are entirely worked off the market, and now dealers feel that to take care of their own trade they must hold onto what stocks they have. In Montreal stocks are reported as especially low, and in Toronto eggs are none too plentiful although by no means scarce. New laids are offering much more freely now and in some parts have dropped considerably in price. The egg situation depends very greatly at present on weather conditions but less fear is had of the supplies of storage eggs in the South than formerly.

Offerings both in cattle and hogs have been light ever since later part of December. To some extent this has caused a scarcity in supplies of provisions. Prices in lard continue low, however, with little chance of any advance owing to importations from the States where prices are low and general feeling easy.

MONTREAL.

PROVISIONS. — Prices remain firm and as hogs are high and rather scarce, prices will in all likelihood advance somewhat with possible exception of pure lard which is weak owing to importation from United States where prices are easier. Compound lard remains firm.

It is also general opinion that the disastrous fire in Calgary will have effect of stiffening prices here as the destroyed stock will be largely replaced from stocks in the East. While it is too soon to predict just what the result will be, it it a reasonable conclusion to anticipate some higher prices. The American market is weak but it is expected this will brighten up and advance. Receipts are light and demand brisk.

Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 13½
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 10
Breakfast bacon, English, boneless, per lb.	0 18½
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 15½
Picnic hams, 6 to 12 lbs.	0 13½
Wiltshire bacon (50 lb. sides)	0 17½
Cottage rolls, small, about 4 lbs.	0 16½
Boiled ham, small, skinned, boneless	0 24
Hogs, live, per cwt.	8 60
Hogs, dressed, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 14½
Cases, tins, each 10 lbs., per lb.	0 15
Cases, tins, each 5 lbs., per lb.	0 15¼
Cases, tins, each 3 lbs., per lb.	0 15¼
Pails, wood, 20 lbs. net, per lb.	0 14¾
Tubs, 50 lbs. net, per lb.	0 14⅝
Tierces, 375 lbs., per lb.	0 14¼
One pound bricks	0 15½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10⅛
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 09⅞
Tierces, 375 lbs., per lb.	0 09½
One pound bricks, 60 lbs. to case	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 50
Canada short cut back pork, bbl., 45-55 pieces.	28 00
Heavy short cut clear pork, bbl.	None offered
Clear fat backs	28 50
Heavy flank pork, bbl.	28 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 15½
Plate beef, barrel	None offered
Cooked Meats—	
Jellied tongue, 10 lb. open tins, per lb.	0 28
Headcheese, per lb.	0 10
English brawn, per lb.	0 12½
Jellied hock, 6 lb. tins, per tin	0 75
Cooked picked pigs feet (in vinegar), kits 25 lb., per lb.	0 07

BUTTER.—Owing to the destruction by fire of one of the largest cold storage plants in Western Canada, there is a brisk demand for butter which will make a big hole in stocks here and tend to stiffen prices. Prices are firm but advances are expected.

Creamery blocks	....	0 32½
Dairy tubs, lb.	0 26	0 28

EGGS.—Owing to soft weather eggs declined dropping off 5c. The colder weather will stiffen prices and it is expected that prices will firm. Cold weather will lessen the local supply.

New laid eggs, per doz.	0 40	0 45
Selects	0 30	0 30
No. 1's	....	0 27

HONEY.—Supply of Canadian honey is scarce due to shortage caused by the heavy rainfall last September.

Honey is being imported from Jamaica, Chile and some is coming from South Africa.

Quality is stated not to be as good as the Canadian product which is claimed to be the best obtainable. Nearly all the incoming honey is buckwheat honey.

Honey—	
Clover honey, per lb.	0 12½
Buckwheat honey, per lb.	0 10

TORONTO.

PROVISIONS.—The general feeling in provision market is a little better this week. For this season good amount of business is passing, and at last, effect of the holiday is becoming a thing of the past.

Offerings at local stock markets continue light and through keen demand are taken up generally by local dealers.

Practically no change is noted in the lard situation. Through offerings in hogs being as light and prices low, lard is not being manufactured in large quantities. Besides if the price were raised, American lard would probably come on to the market. Under present conditions little change in the situation is expected.

Smoked Meats—		
Light hams, per lb.	0 16¼	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16¼
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13¼
Lard, tierces, per lb.	0 13½	0 13¾
Lard, tubs, per lb.	0 13½	0 13¾
Lard, pails, per lb.	0 14	0 14½
Lard, compounds, per lb., tierces	0 08¾	0 09¼
Live hogs, local	....	8 50
Live hogs, at country points	8 15	8 25
Dressed hogs	....	13 00

BUTTER.—Deliveries in butter still continue fairly heavy and practically no change is reported. New Zealand butter has been brought into this market during past couple of weeks. It can be laid down here at 30 cents, and sold out at 32 or 33 cents, still leaving a slight margin for the dealer. At present

everybody is holding stocks and hoping for cold weather. Stocks on hand seem sufficiently heavy to take care of the trade, but not much more than that.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 26	0 28
Dairy solids	0 23	0 25

EGGS.—New laid eggs are now coming in fairly freely and with continued mild weather would no longer likely be scarce article on the market. Storage eggs in Chicago have advanced a little recently and even further advances are looked for. Speculative eggs are now completely worked off the market and holders have to keep all they now have to take care of their trade. Lent coming almost a month earlier this year (Starting Feb. 6), will cause a marked increase in demand and tend to stiffen the market.

At present market is practically a weather market and retailers are buying only according to daily wants. Prospects, however, are brighter than last week. Present prices range 10 cents lower than a year ago.

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Storage, per doz.	0 25	0 26
Pickled, per doz.	0 25	0 26

CHEESE.—Little business is passing in the cheese market and local situation remains pretty quiet. Demand for June's and September's is good but not heavy. Poorer grades are almost all off the market.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 18

POULTRY.—Poultry supplies have fallen off considerably but there is yet sufficient demand to keep receipts cleaned up pretty well up to date. Hotels and other large institutions are drawing now from frozen stocks and thus have decreased the demand on the market.

POULTRY (prices paid to country merchants):	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Roosters	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 10	0 12—0 13
WHOLESALE PRICES (to city dealers).		
Spring chickens, dressed, lb.	0 14	0 18
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

HONEY.—Prices in honey range just a little high to cause any great demand. After the free spending during Christmas season the consumer is inclined to tighten up the purse strings and regard honey as a luxury. Demand is hardly as heavy as it ought to be for season. A fairly firm tone prevails, however.

White clover honey, in combs, fancy, doz.	....	3 00
White clover honey, in combs, No. 1, doz.	....	2 65
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

Why Butter Production Has Declined

Farmers Could Not Get Help and so Disposed of Many Dairy Cattle—In 1911 There Were 106,000 Less Than in 1910—None Going to Great Britain—Dairy Men's Association Want Government to Pay Inspection of Cheese Weight Scales.

Canadian daily newspapers are making much of the report sent out from Kingston, Ont., that not a pound of butter has been exported from Canada since March last. Readers of The Grocer were of course well acquainted with the situation in butter. Last winter it was frequently mentioned in our editorial colums that so far were we from exporting butter to the Old Country, we were actually bringing it ourselves from New Zealand.

One Kingston despatch reads: ,"Startling statements regarding the dairying industry in Ontario were made at the thirty-third annual convention of the Dairymen's Association of Eastern Ontario. In an exhaustive review of Canada's domestic and foreign trade in dairy products, J. A. Ruddick, dairy commissioner for the Dominion, showed that not a solitary pound of Canadian butter had been shipped to Great Britain since last March, as compared with shipments of 34,000,000 pounds in 1903, the record year for exports to the Old Country.

"'Indeed,' said Mr. Ruddick, 'this great dairying country, one of Britain's principal sources of supply a few years ago, found it necessary last year to go to the opposite end of the earth (New Zealand) for supplies to feed her own people, and the indications are that the imports of butter into Canada this year will reach several million pounds.' "

Less Dairy Cattle Raised.

The reason for this great change in the butter situation is due to two things—an increase in population and a decline in the dairy industry. In 1911 there were 106,000 fewer dairy cows on the farms of Ontario than in the previous year. This followed from the distressing scarcity of labor for the farm in 1910. Unable to secure helpers the farmers had been compelled to get rid of their cattle. With these conditions facing us, there is no wonder butter has advanced in price in recent years.

Speaks Against Green Cheese.

Another important matter discussed at the convention of interest to the trade was the great care in cheese manufacture required to hold our own in the British market with other countries.

H. E. Hodgson, of the Montreal Produce Exchange, and a member of the Government Cheese Commission, offered some counsel to the cheese makers. "Canada's splendid export trade in cheese is threatened by excessive shipments of green goods," said he, "and I would urge upon them to stop the evil."

Want Government to Pay.

The Committee on Resolutions brought in the suggestion that "in the opinion of this association all scales at cheese factories should be tested at least annually and that the entire cost of the same be borne by the government."

This is along same lines as petition sent out by the Ontario Retail Grocers' Association which will be presented to the Federal Government.

DEVICE FOR LIFTING CHEESE COVERS.

A. McCormick & Son, grocers, Richmond Street, London, Ont., employ a device for lifting cheese covers out of the way which is so easily arranged that it is a wonder it is not more widely used. An iron weight at the end of a rope running through a small pulley attached to the ceiling is just heavy enough to carry up the lid when the clerk goes to cut off a piece of cheese. In this case the covers are permanent metal cases. They are within reach as soon as the clerk is through cutting, and in the meantime are not lying where anyone will stumble over them, or taking up valuable counter room.

A LIGHTHOUSE WINDOW.

Scandrett Bros., London, Ont., had a holiday season window display which required more care than the average. The feature was a four or five-foot representation of a lighthouse, built chiefly of lemon and citron peel, convex side outward. Electric light shone through red tissue paper windows in the top, and small flags surmounted the structure. A balcony was built about three-quarters up the tower by the simple means of a small barrel or cask lid, and the "pipe" rail was of vermicelli. Currants and other fruit formed the "water" below.

CALENDARS FOR 1913.

Matthews Laing, Ltd., have issued a large and appropriate calendar for 1913. The illustration in colors presents a ranching scene, showing the cowboys rounding up a herd of cattle. Pictures of the different branches of the company are also reproduced as well as cuts of some of the company's products.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $40 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, b'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss. ..	0 26
½-lb. pkgs. White Moss ..	0 27
¼-lb. pkgs. White Moss ..	0 28
1 and ½-lb. pkgs., assorted	0 26½
¼ and ½-lb. pkgs., asstd.	0 27½
¼-lb. pkgs., astd., in 5-lb. boxes	0 28
½-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

	Pails	Tins	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best shredded	0 18		0 16
Ribbon	0 19		0 17
Macaroon	0 17		0 15
Desiccated	0 16		0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, eacb. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

PURE LARD is a staple where a little waste wipes out a profit not very great at the best. Why not try the best lard substitute ever known—

EASIFIRST SHORTENING

made from the choicest vegetable fats, pure white in color with no waste, taste or smell. Thousands have been convinced that Easifirst is easy first in quality and lowest in price. Made under government inspection.

GUNNS Limited

Packers and Refiners

TORONTO

Mince Meat

After the holiday season is a good time to stock up. It does not pay to be sold out just when your customer wants supplies. Look over your stock of **Mince Meat** and see if you do not require some to keep you going. We have some very attractive new packaged 1 quart glass jars (12 in a case) 20 lb., 40 lb., and 75 lb. kits. These are very useful when empty.

The Mince Meat itself is finest.

F. W. FEARMAN CO.

LIMITED

Curers of "Star Brand"
Hams and Bacon

HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE."

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.

Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 90
Canada First Medium (20 oz.) Evaporated Milk.... 4 50
Canada First Hotel Evaporated Milk 4 25
Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
Canada First Condensed (sweetened) 5 25
Rose Bud Condensed Milk 5 15
Beaver Condensed Milk ... 4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward 0 34
Club House 0 38
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 26½
Fancy Bourbon 0 26
Crusbed Java and Mocba 0 19

Package Coffee.

Gold Medal, 2-lb. tins. whole or ground 0 31
Gold Medal, 1-lb. tins, do 0 32
Gold Medal, ½-lb. tins do 0 33
Anchor Brand, 2-lb. tins,
German Dandelion, 1-lb. tins, ground 0 26
German Dandelion, ½-lb. tins, ground 0 28
Englisb Breakfast, 1-lb. tins, ground 0 19
Grand Prix, 1 and 2-lb. tins, ground 0 30
Demi-Tasse, 1 and 2-lb. tins, ground 0 30
Flower Pot, 1-lb. pots, ground 0 23
do. 0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.... 0 36
Mo-Ja, ½-lb. tins, lb..... 0 32
Mo-Ja, 1-lb. tins, lb..... 0 30
Mo-Ja, 2-lb. tins, lb..... 0 30
Presentation (witb tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freigbt paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.
Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial— Per doz.
Small, 2 doz. 0 95
Medium, 2 doz. 1 80
Large, 1 doz. 2 75
Tumblers, 2 doz. 1 35
Pails, 24 lbs., per lb..... 0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) .. 1 00
Small (eacb 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each ½ doz.) 8 25
MacLaren's Roquefort—
Small (eacb 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (eacb 1 doz.) 0 90
Medium (eacb 2 doz.) 1 35
Large (eacb 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
2½ oz. (all flavors) doz. .. 2 00
4 oz. (all flavors) doz. 3 00
5 oz. (all flavors) doz. 3 75
8 oz. (all flavors) doz. 5 50
16 oz. (all flavors) doz. ... 7 00
32 oz. (all flavors) doz. ... 8 00
Discount on application.

CRESCENT MFG. CO.

Mapleine— Per doz.
2 oz. bottle (retail at 50c) 4 50
4 oz. bottle (retail at 90c) 6 80
8 oz. bottles (retail at $1.50) 12 50
16 oz. bottles (retail at $3) 24 00
Gal. bottles (retail at $20) 15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz. 1 30
Knox Acidulated Gelatine (2 qt. size), per doz..... 1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

No. 1, 4 doz. in case 0 60
No. 2, 2 doz. in case 0 95
No. 3, flats, 2 doz. in case 1 15
No. 3, tails, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, ½ doz. in case 6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

Tbese prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case

Tres Fins, ½ kilo, 100 tins 13 50
Fins, tins, ½ kilo, 100 tins 12 00
Mi-Fins, tins, ½ kilo, 100 tins 11 00
Moyens No. 1, tins, ½ kilo, 100 tins 10 50
Moyens No. 2, tins, ½ kilo, 100 tins 10 00
Moyens No. 2 ..... 9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.... 10 00
Moyens, tins ½ kilo, 100.. 7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—
12 litres 6 50
12 quarts 5 75
24 pints 6 25
24 ½-pints 4 25

Tins— Gall.
5 gals. 2s 2 00
2 gals. 6s 2 05
1 gal. 10s 2 10
½ gal. 20s 2 25

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. 5 00
La Neptune, 50 qts. 6 00
St. Nicholas, 50 qts. 7 00
La Sanitas Sparkling, 50 quarts 8 00
Lemonade Savoureuse, 50 qts 8 00
Lemon ade, St. Nicholas, 50 qts. 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
Case 12 lbs., 3-lb. bars, lb. 0 09
Case 25 lbs, 11-lb. bars, lb 0 08
Case 50 lbs. ¾-lb. bars, cs 3 75
Case 200 lbs. 3½-oz., case. 3 75
"La Lune," 65 p.c. olive oil.
Case 12 lbs, 2½-lb. bars, lb 0 08½
Case 50 lbs, ¾-lb. bars, case 3 35
Case 100 lbs., 3½-oz. bars, case 1 80
Case 200 lbs., 3½-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb. 0 07½
Box, 25 lbs., loose 0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
Grape Juice, 24 pts..... 5 00
Grape Juice, 36 splits..... 3 75
Apple Juice, 12 qts. 4 50
Apple Juice, 24 pts..... 4 50
Cbampagne de Pomme, 24 p 5 00
Matts Golden Russett—
Sparkling Cider, 12 qts. .. 5 00
Sparkling Cider, 24 pts.... 4 00
Apple Vinegar, 12 qts..... 2 40

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case 5 40
Cases 4 doz. eacb, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25: 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces 0 09¾
60 lb. tubs 0 10
20 lb. wood pails 0 10¼
20 lb. tins 0 09¾
Cases, 3 lbs., 20 to case. 0 10¾
Cases, 5 lbs., 12 to case.. 0 10¾
Cases, 10 lbs., 6 to case. 0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 09½
Tubs 0 09¾
20-lb. pails 0 10
20-lb. tins 0 09½
10-lb. tins 0 10¼
5-lb. tins 0 10½
3-lb. tins 0 10½
1-lb. cartons 0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).$1.90 $1.80
2 lb. glass (1 dz case). 3.20 3.00
4 lb. tin (1 dz case)... 5.50 5.35
7 lb. tin (½ dz case).. 8.60 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).$1.60 $1.55
2 lb. glass (1 dz case). 2.80 2.70
4 lb. tin (1 dz case)... 4.80 4.65
7 lb. tin (½ dz case).. 7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins

D. S. F., ¼-lb. 1 40
D. S. F., ½-lb..... 2 50
D. S. F., 1-lb. 5 00
F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45

Per jar

Durbam, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large. cases 1 doz., doz... 1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box 0 22
8-lb. box "Special," box... 0 44
5-lb. box "Standard," box. 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls., per lb. 0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb. 0 06

Globe Brand.

5-lb. box "Standard," box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose), per lb. 0 06
25-lb. cases, 1-lb. pkgs., lb. 0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 80

Straight.

Lemon contains 2 doz..... 1 80
Orange contains 2 doz..... 1 80
Raspberry contains 2 doz. 1 80
Strawberry contains 2 doz. 1 80
Chocolate contains 2 doz... 1 80
Cherry contains 2 doz..... 1 80
Peacb contains 2 doz..... 1 80
Weigbt 8 lbs. to case. Freigbt rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz. 2 50

Straigbt.

Chocolate contains 2 doz... 2 50
Vanilla contains 2 doz..... 2 50
Strawberry contains 2 doz. 2 50
Lemon contains 2 doz..... 2 50
Unflavored contains 2 doz.. 2 50
Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross $10 20
Floriola soap, per gross... 12 00
Straw bat polish, per gr... 18 20

SNAP HAND CLEANER.

3 dozen to box 3 60
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.
Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases .....$ 5 00
Five cases or more 4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz. .....$ 2 00
¼-gall., doz. 6 00
½-gall., doz. 10 00
1 gall., doz. 19 20
1-16 gall. gross lot 20 00

Probably no other line of Coffees in the world have been made so easy and so satisfactory for the grocer to sell as the products of

CHASE & SANBORN

MONTREAL

"Johnny on the Spot"

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

This is the package which is sure to bring you repeat sales. Finest quality—attractively boxed, giving a good profit.

Now is the Season for Nuts

Write us for prices. We have the most complete stock of all kinds of

Shelled Nuts

You need a good assortment of these for the winter trade. We can supply you to your satisfaction, both as to quality and price.

W. P. Downey

Montreal, Que.

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.

Owen Sound, Ontario

Lemon Market in Messina will advance very shortly---

BUY NOW

They'll keep

St. Nicholas
Home Guard
Puck
Kicking

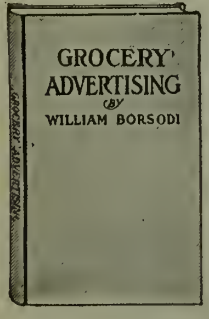
J. J. McCABE

Agent

Toronto, - Canada

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT

MacLean Pub. Co., 143-149 University Ave., Toronto

John Bayne MacLean, President. | R. G. Dingman, M.A. Managing Editor | John Appleton Associate Editor

The Financial Post
OF CANADA

"The Canadian Newspaper for Investors"

¶ Furnishes, each week, important facts regarding developments in Canadian **Real Estate, Company Progress,** the **Money Market** and the **Business Outlook.**

¶ Provides, without extra charge, confidential and unbiased advice regarding any financial proportion in which subscribers may be interested. Our **Investors' Information Bureau** is under the personal supervision of Mr. Appleton.

Sample Copies on request. | **Published in Toronto Saturdays** | **$3.00 Per Year.**

The Financial Post
OF CANADA

Montreal **Toronto** **Winnipeg** **Regina**
London, Eng. **New York**

MARMALADE ORANGES

Very Finest Quality for Making Marmalade.

Shipments will be light this year, so place orders early.

Sizes 200's and 160's.

A splendid old English Recipe will be furnished for the asking.

WHITE & CO., LIMITED

Wholesalers in Fancy Fruits

Toronto

ONIONS PUSH SALES ONIONS

Very Fine, Well Cured

YELLOW DANVERS

In Bags of 75 lbs.

RED GLOBES

Extra Fancy Quality, Hard Dry Stock, In 100 lb. Bags.

FINEST SPANISH ONIONS

Cases of 140 lbs. and Half Cases of 65 lbs.

The demand is big, anyway—make it bigger by giving **ONIONS** a little extra attention. They are money-makers. Order some to-day.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and NORTH BAY

Established 1861

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS.

With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Elgin Brand

ONE SELLING REASON BUT THERE ARE MORE

It is human nature to prefer to sell goods guaranteed in quality by the manufacturer, and it is human for the public to prefer that class of goods. Elgin Brand Pure Lard, Cooked Meats, Smoked Ham and Bacon are guaranteed quality; but we don't want you to sell for that reason alone. There is another.

Very shortly after you start to sell it, Elgin Brand goods will give you another reason. It very seldom loses an adherent, once it gets him. Quality pulls for Elgin Brand.

The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books

There Need Be No More Danger, Trouble or Waste

The consumer avoids danger by using **Laurentia Milk** because the milk passes through five distinct purification processes; trouble is avoided because the milk can be purchased from the dealer by the case and kept on hand like any other household staple; the keeping qualities of **Laurentia Milk** brings the possibility of waste to a minimum.

The Dealer who sells **Laurentia Milk or Cream** does not have sour milk; he avoids the trouble of getting in each morning the daily milk supply; and as **Laurentia Milk** is non-perishable (keeps perfectly until opened in any temperature without ice), there can be no waste for the dealer.

Laurentia is nothing but a pure fresh cow's milk that has passed through the mechanical process of homogenization, then scientifically heated to make absolutely sterile.

The Laurentia Milk Co., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone : Adelaide 2760

Large Shipments of Soclean Are Continually Going Out

Soclean is increasing in popularity daily—hundreds of dealers are raking in the profits, and thousands of housewives are appreciating the disinfecting, dust-laying and labor-saving qualities of Soclean (the original sweeping compound).

Are you getting your share of the profits?

SOCLEAN LIMITED
"The Originators of Dustless Sweeping"
TORONTO

Agents for Western Canada : J. J. GILMOR & CO., Winnipeg. Agents for Montreal ; HEDLEY M. SUCKLING & CO. Agents for Ottawa: R R. BARNARD & CO

BROOMS
OF
QUALITY

always cost a little more than the other kind. ***BUT*** it pays ***YOU*** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

When The Hands Are Soiled

At the Office, Store, Bank, Printer's Home, in fact,

At the Foundry, Shop, Mill, Factory, Garage or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.

Big Sale for This Hand Cleaner.

SNAP COMPANY, Limited
MONTREAL, QUEBEC

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington Street, E. Toronto
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
Nelson Shakespeare Watkins Limited, 860-864 Camhie Street, Vancouver

Litster Goods

are made good enough to guarantee They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO

"Blackstrap" Molasses

In original Puncheons as received from West Indies.
Used for stock feeding, foundry, cheap baking purposes, etc., etc.

W. S. GOODHUGH & CO.
304 Board of Trade Building
MONTREAL

WORLD RENOWNED
C.F.S.&Co.
BRAND STUHR.

STUHR'S
GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Read any Advertisement of
MAPLEINE
And you'll see why you can safely recommend it.
Order of your jobber, or
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey, 283 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

LEITCH ANCHOR BRAND OAK LAKE

A Good Resolve

Anchor Brand Flour

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

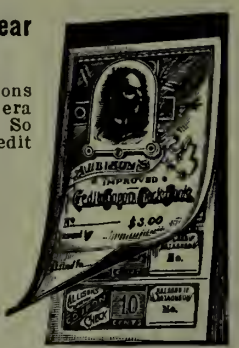
These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

A Good Resolve

Manfd. by
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

Prosperous Year Predicted

All indications point to a grand era of prosperity. So don't let the credit customer get too far ahead of you. If he pays up well you share in the general prosperity.



ALLISON Coupon Books will persuade him to pay up, and without offense.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized evrywhere as the best.

For sale by the Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

53 Highest Awards in Europe and America
WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

There's only one RIGHT way for a grocer to handle oil, and that is with a

BOWSER

SAFE SELF-MEASURING OIL TANK

The BOWSER way is right because it is CLEAN and PROFITABLE. The old oil tank splashes oil on customers, and you lose their trade; it lets oil drip away, and you lose your profits. You get oil on your hands from the measure and funnel, and it taints sensitive foods. The BOWSER gauge does away with measure and funnel, but shows you just how much to charge for when filling odd measures. It shows how much oil is left in your tank. The BOWSER automatic stop prevents dripping. Write for our FREE catalogue and learn the advantages of the BOWSER outfit. Don't delay, because you lose money every day you are without it.

S. F. Bowser & Co., Inc., 72-73 FRASER AVENUE **Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

QUALITY AND PURITY COMBINED IN

Wonderful Soap

have made it a prime favorite on wash day and for all cleaning purposes. This is the kind of article which it pays you to handle, because it brings with it its good reputation.

The prices, moreover, will interest you. We have made good because we have always made good soap. Let us hear from you.

GUELPH SOAP CO.
Guelph, - - Ontario

Have No Hesitation

in deciding in favor of a fixture that saves its cost by cutting cheese ACCURATELY.

The Perfection Cheese Cutter

encased in a handsome glass and wood, highly polished case, prevents the giving of over-weight by its attachment for exact measuring, doing away with the accumulation of dried-up scraps and crumbs.

THE UNUSUALLY MODERATE PRICE we ask for this fixture will surprise you.

American Computing Co. of Canada

Hamilton, - - - Canada

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., Ltd., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Sardines with the real sea flavor

"KING OSCAR"

By Special Royal Permission.

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil, it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—German, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

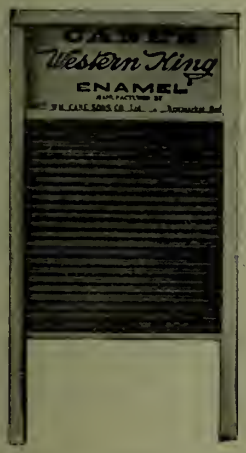
MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

"The Best Board I Have Ever Used"

This Talk is Common Among Users of



CANE'S WASHBOARDS

Start the people talking in your vicinity by selling these washboards and your business will increase rapidly.

It's the durability, construction and excellent finish that makes neighbors talk, also the reasonable price.

We make boards in 13 different styles and grades—there is one to meet the pocket book of every buyer.

Your Jobber has them.

Write us for catalog.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

Connected Direct

The motor on the Troemner Double Coffee Mill is connected direct with the grinders — no waste power. Fuller particulars and prices sent on request.

We are agents in U.S. and Canada for the incomparable Henry Troemner Agate Bearing Scales, exclusive tea, coffee and spice bins. Attractive and modernly equipped stores draw custom. Lowest possible prices, estimates and information furnished on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

Goods With An Appearance. Goods With A Reputation. Goods With A Profit.

CONNOR'S High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

CONNORS BROS., LIMITED

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

THE

PICKLE

With the Flavor

There is something delightfully different about

STERLING BRAND Mixed Pickles

that never fails to appeal to the public taste. The reason for which is not far to seek. We buy only the choicest condiments and vegetables, and the pickling process from beginning to end is one long chain of care, skill and up-to-date sanitary methods.

"Sterling Brand" products will influence business to your store.
Get our prices.

THE

T. A. Lytle Co.
LIMITED
Sterling Road, Toronto, Can.

Rowat's Pickles

Like all other Rowat products, possess an individuality that gives them a value all their own and makes them the line for the grocer to feature.

ROWAT & CO.
Glasgow - Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada Buffalo, U.S.A.

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco
WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED
Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROcery business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

FOR SALE—1 COMPUTING SCALE, MADE by Messrs. C. Wilson & Son; 12 counter seats, 1 small coffee mill. These are second-hand, but in A1 condition. Thos. Mulcahy, Ltd., Orillia, Ont.

SITUATION VACANT

GROCERY SALESMAN—THOROUGHLY EXperienced, capable taking charge if necessary. Send references, full particulars with application. W. E. Baker, Lindsay, Ont.

WANTED FOR LARGE RETAIL BUSIness, first-class experienced grocer. Must have thorough knowledge of good class of trade and ability to take charge where large number of clerks are employed. Man with special knowledge of coffees preferred, but must have general knowledge of groceries and have executive ability. First class references required. Salary will be satisfactory to right man. Apply Box 456, Canadian Grocer, Toronto.

MISCELLANEOUS

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MISCELLANEOUS

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices $3, $6, $10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

TANGLE-FOOT FLY PAPER

The only Sanitary and Non-Poisonous Fly Destroyer.

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor

We can quote BETTER PRICES than you are NOW PAYING

Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON
Manufacturing Chemist
86 FULTON ST., - NEW YORK

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

We have the only FIREPROOF WAREHOUSE in WESTERN ONTARIO, and solicit your business for Storage and as Forwarding Agents.
THE FIREPROOF WAREHOUSING CO., LTD., London, Can.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the smal affairs and incidents of daily life.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

TURKISH DELIGHT!
"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

GRATTAN & CO., LTD.
ESTD. 1825
THE ORIGINAL MAKERS OF BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

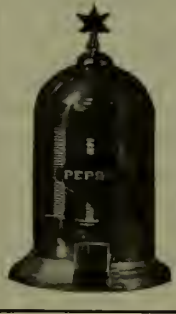
Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"
Means no dust, no germs
A strong, pleasant, disinfectant sweeping compound, in bulk only
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

A Money-Maker

Sells for you without trouble. Makes large increase in your gum sales. Write for full particulars to Canadian Agents.
Weir Specialty Co.
LIMITED
561-563 Yonge Street, Toronto, - Ont.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce. P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse, 92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

ONTARIO—Continued.

NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903
Offers for prompt shipment in wholesale lots
1912 Crop: White Beans, Split Peas, Evaporated Apples, Split Lentils

Leading Brokers in Canada for Evaporated Apples
Wire or write us for Prices.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese
Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St.. LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

A want ad. in this paper will bring replies from all parts of Canada.

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES.

C. E. CREIGHTON & SON
Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish.
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Don't Be In Doubt About Your

Money

We can collect those bills outstanding and make your ledger look like something, something that you will look with satisfaction on.

No Collection No Fee

Send for forms and give us a trial. Highest recommendations.

Nagle Mercantile Agency
Westmount, P.Q.

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

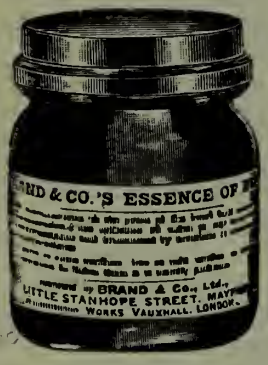
PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

Always in Demand

Nutritious foods for the invalid, the convalescent and the robust are wanted in all walks of life—extra nourishment is needed every now and again to keep astride of the strenuous battles of modern life. This need has been supplied for many years by Brand & Co.'s Beef Products.



Essence of Beef

consisting solely of juice of the finest meat, without the addition of water or any other substance, is a rare and nutritive delicacy for everybody.

Beef Bouillon

made expressly for invalids, is used in many hospitals and homes, where it is fulfilling its noble mission of strength restoring.

Brand's A1 Sauce and Invalid Specialties were granted highest possible award, "The Grand Prix," at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

Grocers find good profit and satisfaction in selling these high-grade products.

BRAND & CO., LIMITED

Purveyors to H.M. the Late King Edward VII.

MAYFAIR - - - LONDON, ENG.

NEWTON A. HILL, 25 Front Street East, TORONTO
A. HUBBARD, 27 Common Street, MONTREAL
McLEOD & CLARKSON, VANCOUVER

INVENTORY FEBURARY 1ST.

$100,000.00

Choice wines of all sorts. Must be disposed of before this date, in addition to large quantities of other goods, in order to make room for new stock. Highest quality in every respect.

1,000 casks

SHERRY WINE — DIEZ HERMANOS, Jerez de la Frontera.

PORT WINE—Real **COMPANIA, VANICOLA DEL NORTE** du **PORTUGAL.**

PORT WINE—E. BARTISSOL, PORTUGAL.

TARRAGONA WINES (Red and White) **FENECH ARTELL,** Tarragona, Spain.

MASS WINE (Sanctuary and Vatican) — Tarragona, Spain.

CLARETS—A. DELOR ET CIE,, BORDEAUX, FRANCE.

5,000 Cases

Sherry Wines, Diez Hermanos, Jerez, Spain

Port Wine, **Real Compania,** Portugal.

Rhine Wines, **F. Krote,** Coblenz, Germany.

Burgundy Wines, **Morin, Pere et Fils,** Nuits St. Georges, France.

Bordeaux Wines, **A. Delor et Cie.,** Bordeaux, France.

Tonic Wines, **Banyuls Bartissol.**

Aperitive Wines, **Bacchus,** Dijon, France.

CHAMPAGNE, **PIPER-HEIDSIECK**

Also Champagne Cardinal and Champagne Duc de la Grange.

Note.—We will pay express on all Wine orders from Ontario and Quebec.

Order right away.

LAPORTE, MARTIN ET CIE, LIMITEE

668 St. Paul Street
MONTREAL

Tel. Main 3766

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Has No Equal

On The Market

RED ROSE

GOOD PROFIT PERFECT SATISFACTION

These two go hand in hand with the sale of **Red Rose Baking Powder.** When you buy Red Rose you save **duty,** and further, you are getting the only high-priced baking powder manufactured in Canada.

We are satisfied with small profits.
You are well looked after.

A. W. Hugman, Limited

Agents wanted for Ontario and Western Canada.

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case.$4.20
Banner Condensed Milk, 4 doz. in case...$5.00

J. Malcolm & Son, St. George, Ont.

TEAS

The increase in our Tea business during 1912 has been considerable. Grocers and Tea Merchants all over Canada appreciate our ability to sell them best values obtainable from the different tea-producing countries of the world.

We have installed during 1912, one of the most perfect tea mixers known to experts.

Ask for samples of our Ceylon and India Blends :

in Chests

in Chests

R.V.H. in Chests

showing the retailer a good profit and giving the consumer a scientifically Blended Tea of uniform quality.

Our "OWL CHOP" Teas, bulk and packages

are known to a great number of our friends, but we want every merchant handling tea to ask us for samples and prices, and compare with others.

Ask our travellers for full particulars, or write to-day.

L. CHAPUT, FILS & CIE., LIMITEE

Importers

MONTREAL

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S SHORTCAKE

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

Five Roses Flour

Not Bleached Not Blended

The capacity of the

FIVE ROSES mills has now

been increased from

10,500

barrels per diem

to

11,500

Draw your own conclusions

THIS IS THE 1,311th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JANUARY 24, 1913 No. 4

19 YEARS OF "GOOD TEA"

COULD you ask for any stronger proof of the sterling quality of **Red Rose Tea** than its outstanding position in the tea trade to-day?

This success has been due to the confidence and friendliness its quality has inspired in the trade and is the best guarantee that it will pay you to recommend **Red Rose Tea** to your customers.

BRANCHES:
7 Front St. E., TORONTO.
322 Ninth Ave. W., CALGARY.
156 Lombard St., WINNIPEG.

T. H. Estabrooks Co., Ltd.
St. John, N. B.

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

— IF —

we assist in the distribution of

Eddy's Matches
Tuckett's Cigars
St. Lawrence Starch
Bee Hive Syrup
Gold Dust Washing Powder
St. Lawrence Sugar
Sunlight Soap
Holbrook's Sauces
Upton's Jams
Brigger's Jams
Cow Brand Soda
Tanglefoot Fly Paper
Cox's Gelatine

There is a Reason!

and you also need us as your representatives in Western Canada. We have warehouses at all principal distributing points.

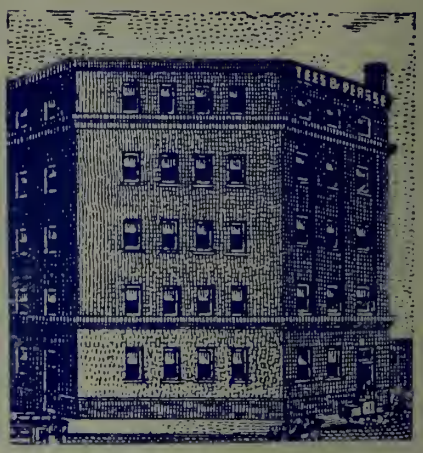
AGENCIES SOLICITED

Address

TEES & PERSSE LIMITED
WINNIPEG

TEES & PERSSE of ALBERTA
LIMITED, CALGARY

"From the Great Lakes to the Rockies."



REGINA WAREHOUSE

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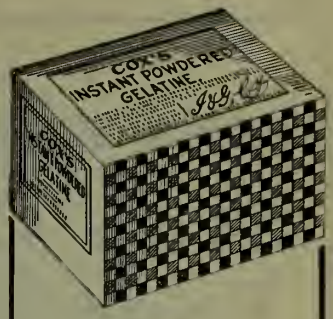


The Absolute Purity of

COX'S GELATINE

makes it a standard product of world-wide fame. Only in powdered form, as free from foreign substances as the clearest rock crystal from mother earth.

It has never disappointed, and never will, because folks get what they expect and want when they buy the peer of all —"Cox's." Highest quality to-day, to-morrow and all the to-morrows to come.

"BRITISH MADE"

A. P. TIPPETT & CO.
Agents
MONTREAL . . TORONTO

Stop Copying Your Accounts

Every time you copy an account (and in keeping books you must do this) you are taking chances—you are liable to make costly mistakes.

With Only One Writing **The McCaskey System** **The End of Drudgery**

puts an end to useless copying and posting. It saves time, because a charge needs to be written only once. With One Writing the customer is given an invoice of his purchase and is told what he owes in full. With One Writing you keep every account ready for settlement instantly. You prevent mistakes. You prevent forgetting to charge. You prevent misunderstandings with customers over their accounts. You improve collections. You protect yourself against loss of insurance in case of fire.

One of our 30 travelling men is near you. Let him show you where and how and why you need The McCaskey System and how it will pay for itself several times a year, as it does for a hundred thousand users.

Write to-day without obligation on your part.

Showing Electric Recorder and Cash Till

Manufacturers of "Surety" Carbon Back Counter Check Books

The Dominion Register Co.
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World

Don't Ponder

and hesitate about getting in a stock of the match that is a match (a sure lighter)

THE DOMINION SILENT MATCH

It has proven its good qualities over and over for years. Every match a light without a sputter or nerve-racking crack. The Dominion Silent Match is the match the people want. The sooner you start selling it and the more you push it, the more you will be in—the profit being good.

Dominion Match Co., Limited
Deseronto, Ontario

REPRESENTATIVES

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Bithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

THE BEST THAT SCIENCE CAN PRODUCE

For over 56 years the Borden system for perfect milk production has been in progress—each year greater popularity, bigger sales and increased output is the result.

The system of producing Borden's milk products under the most sanitary conditions, reaches from the dairy to the home, the result is the best and purest milk products which receive the highest awards wherever exhibited.

BORDEN'S

Eagle Brand Condensed Milk (the original) is the standard of its kind. It is prepared with scrupulous care for use as an infant food, and at the same time it meets all the requirements for general use.

Reindeer Coffee is packed in one pound tins, containing milk and sugar. It is the most delicious, most compact, convenient and economical drink for anybody, anytime and any place. Can be made at a moment's notice by simply adding boiling water.

The large percentage of butter fat or cream in **St. Charles Brand Evaporated Milk** (unsweetened), permits satisfactory whipping. Is delicious with coffee, chocolate, fruits, puddings cakes, etc.

Can you, as an aggressive dealer, overlook the profits, sales, and trade the Borden lines will bring you?

Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

Well Advertised Goods Sell Best!

In strong, convincing ads., in newspapers, street cars and magazines we are telling the people of the superiority in flavor, quality and purity of

"E. D. S." Preserved Fruits

Through good advertising the demand has been created — and through their excellent flavor and genuine goodness repeat sales follow with rapidity. E.D.S. Fruit Products are guaranteed 100 per cent. pure (see Government Bulletin No. 194), no preservatives or coloring matter are added whatsoever.

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

KIT COFFEE

"Perfectly simple to make
Simply perfect when made"

—just send a postal— now, saying—"send sample and advertising offer"—It will only take a minute and it's worth dollars to you.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX. TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

ASK FOR DAPHNE

BRAND

SEEDED RAISINS

Your Customers like them

PACKED BY
GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS
ROSE & LAFLAMME, Limited
MONTREAL & TORONTO

WEIGHED IN THE BALANCE AND FOUND NOT WANTING

THIS IS THE VERDICT ON **SIMCOE BAKED BEANS**. THE VALUE IS THERE IN THE TIN. WHETHER IT BE THE ONE'S, TWO'S, THREE'S OR FAMILY SIZES. TASTY, DELICIOUS IN CHILI OR TOMATO SAUCE, SERVED HOT OR COLD, EVERYBODY LIKES THEM. HAND PICKED, OVEN BAKED, PACKED UNDER SANITARY CONDITIONS. A MAXIMUM OF QUALITY AT A MINIMUM COST.

DOMINION CANNERS LIMITED

Hamilton, - - - - - Canada

LENT

This word means enough in itself. Buckle up and let **Fish** be your slogan throughout the coming weeks. You'll not find any disappointments.

Canada Brand Pure Boneless Cod

Hundreds of dealers find this an extra fine seller. The consumer soon realizes its nutritive value.

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets
Canada Crate .....12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes

LENT ==

HADDIES
KIPPERS
BLOATERS
} OCEAN BRAND

FILLETS (BOUTILIER)

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES, Limited - MONTREAL

SYMINGTON'S SOUPS

"Time is money"—take time to mail the coupon below—and you will make money by it—there is lots of money in Symington's Soups for YOU—let us send our Special Profit Plan.

(MAIL THIS COUPON TO-DAY)

Frederick E. Robson & Co. (Agents for W. Symington & Co., Ltd. Market Harboro. Eng.)
25 Front St. E. Toronto.

Please send sample of Symington's Soup and your special profit plan (free.)

NAME .....
ADDRESS.....

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from $25.00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

Clark's Pork and Beans

If you desire, Mr. Grocer, to economise your time, if you wish to please your customers, if you are anxious to increase your Bean Trade, you can use no better method than selling

Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE

The Standard Quality sells with the least effort.

CLARK'S ARE THE HIGHEST STANDARD. The simplest way to please your customer's is to give them the best.

CLARK'S ARE THE BEST.

QUALITY GOODS MEAN SATISFIED CUSTOMERS. THE RESULT IS SURE. TRY IT OUT WITH CLARK'S.

W. CLARK, - MONTREAL

WAGSTAFFE LIMITED

NEW SEASON'S 1913

SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.

PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

An Attractive Package

Sometimes you receive goods whose attractive packing is their only recommendation.

Things are different with Red Rose, because the quality of the goods was decided upon — **and that the highest quality** — before the package design was ever thought of.

A DELICIOUS DESSERT

The housewife finds "Red Rose Jelly Powder" a pure, in fact the purest fruity flavored jelly on the market.

A. W. Hugman, Limited

RED ROSE SPECIALTIES

Montreal

There Need Be No More Danger, Trouble or Waste

The consumer avoids danger by using **Laurentia Milk** because the milk passes through five distinct purification processes; trouble is avoided because the milk can be purchased from the dealer by the case and kept on hand like any other household staple; the keeping qualities of **Laurentia Milk** brings the possibility of waste to a minimum.

The Dealer who sells **Laurentia Milk** or **Cream** does not have sour milk; he avoids the trouble of getting in each morning the daily milk supply; and as **Laurentia Milk** is non-perishable (keeps perfectly until opened in any temperature without ice), there can be no waste for the dealer.

Laurentia is nothing but a pure fresh cow's milk that has passed through the mechanical process of homogenization, then scientifically heated to make absolutely sterile.

The Laurentia Milk Co., Ltd.

371 Queen Street West, Toronto, Ont.

Telephone: Adelaide 2760

The New Lot

of marmalade that we have made from this season's crop of selected Seville oranges is very fine. We believe we have surpassed ourselves this time. The color is very rich and clear. And the flavor of

Shirriff's Scotch Marmalade

will make those who try one bottle eager for more. Shirriff's Marmalade has always been a good seller. The profits are sure and quick. Send in your order for some of this new lot.

Imperial Extract Company, Toronto

These are the days when

OXO CUBES

are bringing more friends to your store

These are the days when there's a national cry for "HOT OXO" after skating, ski-ing, snowshoeing, driving.

These are the days when clever housewives are using OXO CUBES for preparing all sorts of hot drinks and tasty dishes.

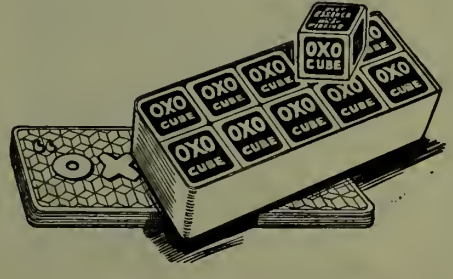
These are the days when advertising, window displays and signs win new customers for OXO dealers.

Are you helping yourself to make more profits by featuring OXO CUBES in your windows, on the counters, on the shelves?

Many homes—who buy a 10c tin to try—come back for the larger family sizes.

Have you plenty of all sizes?

Tins of 4 Cubes
Tins of 10 Cubes
Tins of 50 Cubes
Tins of 100 Cubes



CORNEILLE DAVID & CO.

TORONTO MONTREAL WINNIPEG ST. JOHN, N.B.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

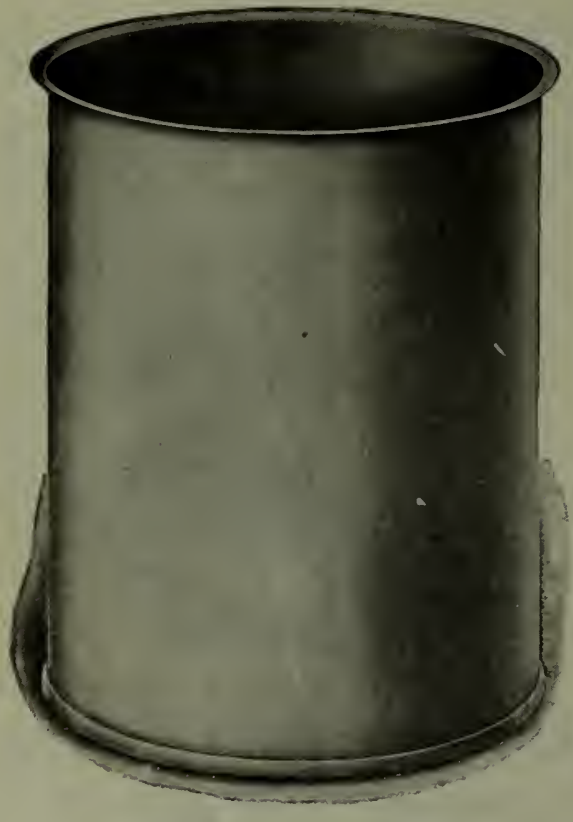
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because St. Vincent Arrowroot is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have St. Vincent Arrowroot and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN ST. VINCENT B.W.I

Keep a Good Stock

of Edwards' Soup this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good—they sell often because they are needed in the kitchen almost every day.

There's already a large sale for Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to

DISTRIBUTORS:
W. G. PATRICK & CO., Toronto and Vancouver.
WM. H. DUNN, Montreal.
ESCOTT & HARMER, Winnipeg.

Edwards' Desiccated Soups are made in three varieties—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

GLOBE

Very Little Persuasion

is needed to make your particular customer try

"GLOBE"
Macaroni and Vermicelli

because they are made from hard wheat with no maize or rice flour mixed with it and they are absolutely pure.
They possess a quality which gives distinctive flavor.
There is a big demand for "Globe" brand goods.

The profit makes it worth your while.
Order from your jobber, or

D. SPINELLI & CO.
REGISTERED

MONTREAL **QUEBEC**

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we **are going** to do, but on what we **have done.**

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.
London, Ontario

Western Selling Agents:
Mason & Hickey, Winnipeg

The Grocer who makes a practice of filling all sugar orders with

Redpath

Extra Granulated SUGAR

is building for the future. Redpath sugar builds up a store's prestige and wins good will, because it never disappoints the purchaser.

In the 2-lb. and 5-lb. Sealed Cartons, Redpath Extra Granulated Sugar combines cleanliness and convenience with the weight of a long established reputation for superior quality.

If you haven't been handling Redpath Sugar you owe it to the future of your business to start *now*.

The Canada Sugar Refining Co.
MONTREAL LIMITED

Welcomed by the housewife

This substitute for expensive butter, lard aud oil will be welcomed by the economical housewife. It will be welcomed by the woman of discriminating tastes, because of its delicate flavor and absolute purity.

NUT-LARD

Nature's own substitute for lard, butter and oil for cooking purposes.

After years of research to find something that would reduce the high cost of living, a nut was found to produce a fat that was scientifically and practically superior to pork lard, butter or any oil.

It is nature's own substitute and not only lessens cooking expense, but is infinitely better for the health, and gives better results in the cooking. Introduce "Nut-Lard" to your patrons. It is delicious and pure.

Send for prices to-day.

MANUFACTURED BY

ROCCA, TASSY & DeROUX

MARSEILLES, FRANCE

Dominion Agent:

J. RUSSELL-MURRAY, MONTREAL

WEST IS A LONG WAY FROM EAST

If You're Shipping

West, freight charges may be troubling you. There is a remedy—Reship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered. Write us about your particular needs in this direction.

IT PAYS TO USE THE

REGINA STORAGE AND FORWARDING COMPANY
LIMITED REGINA

COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

Purer than the Law Demands —Contains No Alum.

W.D.McLAREN, Limited
Montreal

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

MATCHLESS
LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequalled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.

Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

CAIRNS'

"THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS"

BY ROYAL WARRANTS OF APPOINTMENT TO HIS MAJESTY KING GEORGE V
HIS MAJESTY THE KING OF SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
AND FOR 22 YEARS TO HER LATE MAJESTY QUEEN VICTORIA

CANADIAN AGENTS, SNOWDON & EBBITT, MONTREAL: McLEOD & CLARKSON, VANCOUVER.

MARMALADE

PAISLEY · SCOTLAND ·

'CAMP' COFFEE

Be ready with your supplies

Never let a customer who wants 'Camp' go without, for every sale of 'Camp' is of permanent advantage to your business. The public *will* have it, and they are bound to go where it is sure to be obtained.

R. Paterson & Sons, Ltd., Coffee Specialists, Glasgow.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut Cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalogue No. 39. They are free.

KINGERY MFG. CO.

Cincinnati, Ohio

Strength	Your	Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT LIMITED

Manufacturers

Uniformity	MONTREAL	Reliability

Tartan BRAND
THE SIGN OF PURITY

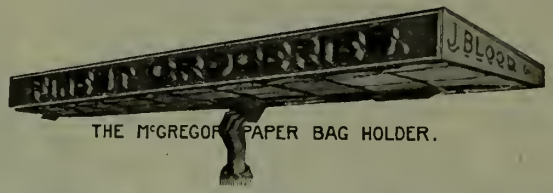
TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.
Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**



Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of
POTATOES
FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN . . N. B.

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

THE FINANCIAL POST
OF CANADA

"The Canadian Newspaper for Investors."

Furnishes, each week, important facts regarding developments in Canadian Real Estate, Company Progress, and the Business Outlook.

Subscribers obtain through the Investor's Information Bureau, and without extra charge, confidential and unbiased advice regarding financial propositions in which they are particularly interested.

Write for sample copy. Published Saturdays.
$3.00 per year.

THE FINANCIAL POST OF CANADA
Toronto

Offices: Montreal, Toronto, Winnipeg, Regina, London, Eng., Chicago, New York.

Rice's Salt

The Table Salt above the average

Repeat orders for Rice's tell the story of entire satisfaction. Get your supply of this dependable Table and Dairy Salt, and so have the happy smile.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

St. Lawrence Granulated

The Canadian standard of quality put up in all sized packages, barrels, half-barrels, hundred pound bags, twenty-five pound cotton bags, twenty pound cotton bags, five pound cartons, two pound cartons.

There has been a further slight increase in the estimates of the European Beet Crop.

TRY

L. & B. BANNER BRAND

JAMS AND JELLIES

If you want to improve your trade.
If you want to increase your profits.
If you want to sell goods of quality.
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That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"
"Regal," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

CENTURY SALT

TRADE MARK

A Necessity of Life

As salt is one of the necessities of life, its purity is of as great importance as that of other foodstuffs.
Every grain of Century Salt is **absolutely pure**, no ingredients or adulterants are added whatsoever.
Sell the best (Century Salt), and keep the grade of your salt up to that of your general stock. It will pay.

THE DOMINION SALT C° LIMITED
SARNIA ONTARIO

We have only a few lines remaining of Second, Third, and Fourth Crop Japan Teas of Last Season.

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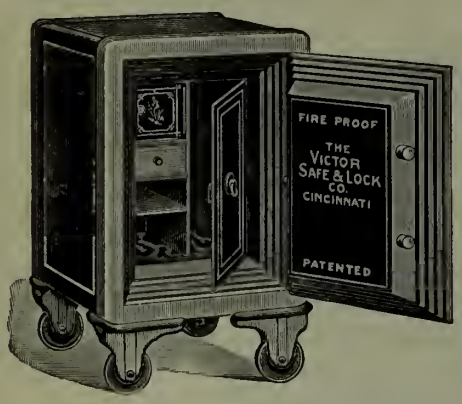

COLD WEATHER

More fires at this season than any other

You protect your stock by taking out insurance. Are your books, contracts, sufficiently protected, if not, write us, and we will quote attractive prices on Safes, Vaults, etc. Easy Terms.

Canadian Scale & Fixture Company
SHERBROOKE, - - - QUEBEC

"Pride of Canada"

(Guaranteed Pure)

Maple Syrup Maple Sugar

Get your orders in now. Last year's crop was short owing to adverse climatic conditions, and weather at present is so uncertain that no forecast as to probable new crop can be made.

Orders will be filled in rotation as received.

Maple Tree Producers Assoc.
LIMITED
Montreal

White Swan

Quality is Guaranteed

The manufacturers will accept responsibility for your unqualified guaranty of quality and purity.

Coffee
Spices
Baking Powder
Yeast Cakes
Lye

White Swan Spices & Cereals
Limited
TORONTO

ESTABLISHED IN 1842

TEAS

When you buy OWL CHOP Teas, you have the guarantee of our experience and the benefit of the most favorable conditions under which Japan Teas can be imported.

OWL CHOP "Extra"	**H/C 80 lbs.**	The best that can be bought in Japan.
OWL CHOP "No. 1"	**H/C 80 lbs.**	A tea with very delicate flavor and very good style.
OWL CHOP "No. 50"	**H/C 80 lbs.**	The recognised standard for a 40c lb. tea in Montreal.
OWL CHOP "No. 100"	**H/C 80 lbs.**	Good, strong liquor, at a medium price.

JAPAN TEAS:—If you need some cheap lines, we have special values at 15c and 17½c per lb.

ASK FOR SAMPLES

We have under private marks, a large assortment which will interest all Tea Dealers and Jobbers.

Our tea business is under the care of a special department, which has proved its worth, and always at your service.

WRITE, OR ASK OUR TRAVELLERS FOR QUOTATIONS

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The mustards that have been the household favorites for several generations.

COLMAN'S MUSTARD
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IN SQUARE TINS

are both unparalleled in flavor and strength. They are the staple brands everywhere.

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Agents for the Dominion of Canada
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From a Standpoint of Sales

Most grocers find that they can sell five times more

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

It is recognized as the ideal table syrup, and is especially desirable for children—possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

The Demand Is There—You Simply Have To Supply It.

The Canada Starch Co., Limited

Manufacturers of EDWARDSBURG Brands

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Canned Goods = Tomatoes

DATE	DESCRIPTION OF GOODS	QUANTITY	PRICE	TOTAL COST	BOUGHT OF	SELLING PRICE
Oct 1/12	Garden Brand	10 c's	1.30	26 00	John Brown & Co	13
" 10/12	Farm "	15 c's	1.40	42 00	Wholesale Grocery Co	15

This illustration shows the various columns in Mr. Clark's Cost Book and how he operates it. It is made in loose leaf style, so that additions can be made at any time.

Cost Book: Valuable Guide to Buyers

How it is Operated by One Retailer and the Important Information it Supplies —Saves Time of the Retail Buyer and Traveler and Cuts Short Disputes Over Last Prices Paid—Losses Prevented Because Mistakes are Less Likely to Occur.

When information regarding cost of goods and total amount of each variety purchased during any period of time, is tabulated in a separate book, the retailer has knowledge at his elbow that will help him overcome too heavy buying and assist him greatly in buying carefully. Such a book is known as a Cost Book and is now in use in a number of Canadian stores.

In the Fall Campaign Number of The Canadian Grocer of October, 1912, a description of the Cost Book of A. G. Bain & Co., Hamilton, Ont., was given. Herewith is an outline of the one D. W. Clark, Avenue Road, Toronto, operates. Mr. Clark states that a Cost Book is one which every member of the trade should use because of the advantages of the knowledge it provides whenever purchases are made.

Each page of Mr. Clark's book is devoted to one particular line of goods. With a line such as canned goods, subdivisions are made—a page for tomatoes, one for corn another for peas, etc.

From the illustration shown on this page it will be seen that there are columns from 'date of purchase,' 'description of goods,' 'quantity purchased,' 'price,' 'total invoice cost,' the firm from whom the goods were bought and the 'selling price.'

The advantage of knowing at a moment's notice the dates of all purchases of canned goods or any other lines is self-evident. The next column shows the brand of tomatoes, dried fruit, baking powder, etc., purchased. By watching the stock on hand of each brand the dealer knows exactly how well or how slowly each brand is moving out. Goods with merit invariably sell well, so that if a shipment of any line is received behind which the retailer added his selling power, and which did not bring the necessary repeat orders, buying in such a line will be curtailed in future.

Mr. Clark calculates that to know the quantities of various goods bought the preceding year is most valuable information. When buying time for Christmas dried fruits comes round, his Cost Book is brought into commission and without keeping the traveler waiting a minute knows exactly what and how much to order. The Cost Book shows too, the price at which each line was bought, the last time the traveler called. For instance, a particular line of a certain brand of coffe is quoted at 30 cents. The Cost Book is consulted and it is found that at time of last purchase this was only 29 cents. The dealer then, of course, desires to be "shown" why the difference.

In case a city retailer where goods are purchased through local wholesale houses there is no necessity for a column for freight. Where, however, there are no wholesale distributors, there should be such a column between 'price' and 'total cost.' The 'total cost' column would then show 'invoice cost' plus 'freight.' The next column shows the name of the firm from whom the goods were bought, which information is frequently desired. The 'selling price' is figured out from the 'total cost.' It is the price at which each line referred to can be sold so as to make a fair profit over total cost.

Mr. Clark's Cost Book is made on the loose-leaf plan, so that its pages can be added to or taken from at will. Each sheet is about a foot long by 8¼ inches in width, the illustration here showing simply the top. The holes on the left are for the pins on which the sheets are filed. The book is indexed in alphabetical order so that any article can be found easily.

Another good feature of the Cost Book is that it obviates the necessity of looking up old invoices to get at quantity of goods to purchase. Couple with this the fact that there is no time lost in arguing with the traveler over price last paid, it will be seen the retailer has a valuable time saver in his possession. Mr. Clark's bookkeeping staff looks after the insertion of every purchase which is, of course, taken from the invoice.

SOME FEATURES OF A COST BOOK

It shows at a glance amount of each variety of goods bought at any time.

It gives the quantity of each line and the price paid.

It shows selling price at which a net profit can be made.

It eliminates necessity of looking up old invoices to see quantities purchased.

It saves time of retailer and traveler and prevents dickering over past prices paid.

It supplies absolute knowledge and lessens tendency to make errors, and therefore prevents losses.

Criticism of Joint Work of Retailers

How Dealers in a Certain Town are Working Together to Maintain Prices and Operate Delivery Together—Twenty Per Cent. Obtained on Sugar — Writer Claims That the Opposition to such a System Have Better Chance of Success —What Do Others Think of It?

*By Henry Johnson, Jr.

Here are excerpts from a remarkable letter from one whose name, for obvious reasons, I cannot publish:

Will wide-open competition draw more than enough trade to offset the following conditions:

1. Six of the nine grocers in town pay the same price for all butter, eggs, potatoes, poultry, farm produce.

All six sell at the same price to consumers. The other three do as they please.

2. The six grocers sell flour, feed, meal, soap, lard, syrups, fruits (not canned), all staples and probably 75 per cent. of our sales at the same price. Costs are figured on all these items to make a fair profit. Thus at present we have 20.5 per cent. on sugar (selling price.)

3. Potatoes, cabbage, etc., are bought in car lots and divided among the six grocers. All sell at the same price. Thus we do not carry such large stocks and keep it fresher.

4. The individual grocer must depend on his store management, service, personality, and quality of his groceries to pull and hold his trade. Of course we all use advertising. We have a co-operative delivery system by which we keep almost exact tab on our customers. We exchange all information about deals, prices, quality, money-saving stunts, etc., very freely. We each take some brand of a particular article and try to beat each other to the trade with quality talk.

As a rebuttal:

No Price-Cutting Done.

We have no costly cut-price wars; our trade is established and it takes an extra good cut-price man to make the least impression. (We have one here now but he has decided to about give it up because price talk does not influence our trade. This case has been decided strictly on its merits for we all have gone ahead talking quality and not price). You will not find any town in several states which has as good stores, with as evenly leveled prices (not low on sugar and a few staples, then high on other things) as this town. Every fall we have a barbecue which costs $700 to $800, with free attractions, and we fed about 6,000 people this fall.

8,000 buns, a ton of beef, 150 gallons of soup and 230 gallons of coffee, disappeared in one hour.

There are no failures among the legitimate grocers here. We have three grocers in business here who have been over 20 years; one 27 years, one 21 years; one 19 years; all still in business and doing pretty well. We lump our eggs together during egg season and make the wholesale egg buyers bid on them against each other. Thus we beat surrounding towns in produce prices, because we get 150 cases on Saturday, sometimes more. Also we make 30 or 40 cents per case on them.

Question of Co-operative Delivery.

There certainly is a concise statement of what may be done through combined effort. It surely looks good. One question that occurs to me to ask, is: How long has this general condition prevailed?

I ask this because I am familiar with a case wherein several merchants fooled themselves badly on a co-operative delivery scheme and did not wake up until the mischief was done.

I met the main promoter and sponsor of the plan in 1904, after the scheme had been operative for some months, but less than one year. He was the most thoroughly enthusiastic man you could wish to see. He was not loudly happy—did not talk a lot; but for that very reason his conviction was impressive, he was so completely pleased and convinced that the merchants of his town were on the right track that his enthusiasm was very contagious. I was so well impressed that I returned home filled up with it and took it up with some of my neighbors with the idea of pushing it through. Somehow, I could not interest the other biggest dealer here so the scheme was never tried. But how about the other man?

Unsuccessful in This Case.

In 1909 he managed to sell out, thereby "saving his face" by the narrowest margin. And why?

Because the few who stayed out of the delivery agreement won the trade of the town.

These things work with exceeding deliberation. They move so slowly as to be almost imperceptible. Certainly those men did not see the trend. They were so taken up with what they thought was the success of the plan that they must have failed to notice the undercurrent of dissatisfaction on the part of their customers.

You see, people say very little. When the plan is first outlined to the housekeeper, she thinks little about it; is inclined to agree that it is all right. etc. First time the plan interferes with her convenience the disappointment may not be actually as great as she has submitted to many times in the past and might put up with again; but the cause of her inconvenience is new and she has something to hang her trouble on. She lets it go once or twice, maybe oftener. Then she drifts away to one of the stores where deliveries are individually controlled. Presently others do likewise and when the "ring" grocer wakes up, many have left him. It is liable to be too late to recall them by that time.

Opposition Was Strong.

In this case, the outsiders were good merchants—hustling fellows who saw and made the most of their opportunity. They were of the kind to succeed in any event. In the case now before us, this may not be true. The co-operators may be the king pins all the way through, so they may get away with it; but I should feel more certain of the probable outcome if I knew just how long this ideal condition had obtained.

Is Sugar Margin Correct?

I fear for that margin of over 20 per cent. on sugar, because it is an unnatural margin.

On the one hand we have advantages which are true, obvious and therefore strong. On the other hand, we have a margin which is artificially high, not based on true economics, therefore untrue, fictitious and unjustifiable. This is weakness and weakness should be eliminated. If such things are not corrected where and when we see them, the plan as a whole is apt to fail sooner or later, no matter how promising it all looks now. This is the one point I should want to be assured about if I were doing business there.

Some Contrasts Made.

For the rest, I cannot see any argument of special strength because:

In our town there are no failures among legitimate grocers.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

A number of us have been here a long time. Johnson's has been here 56 years —38 years since a failure—and I have been in it for 35 years with 20 years of management. Another has been in the same store, clerk and owner, for over 50 years, 34 years as proprietor. Another is in the second generation, dating under present control since about 1885 and going back to about 1854 without break or failure. Another very successful firm is continuous since 1891. Others run back from six to eighteen years with prosperous records.

Have Early Closing Agreement.

Yet we have no agreements whatever except the early-closing plan which was instituted about 15 years ago. Even this is violated whenever we want to keep open late, to clean up, etc., and nobody thinks anything about it because the people have become thoroughly accustomed to early hours and nobody could make his light bill keeping open evenings nowadays.

We make good margins, but that is the result of being wide-awake and well-grounded in the principles of our business. We know what it costs to do business and none of us care to work only for our health; hence, we make legitimate margins on our goods. We trade back and forward in a friendly way all the time, without excessive rivalry or any "feeling" against one another; but there is nothing special about this, nor do we make much of it—it is just our way.

All of which goes to indicate that the customs of Rome may be good for Romans without being specially planned for or adapted to Gauls.

Eliminate the Obstacles.

It is undoubtedly true, nevertheless, that good management, pleasing personality, efficient service and all the other items of a good business will win. These will win over many obstacles. But why have the obstacles?

A legitimate margin is indispensable but that is no argument for an excessive margin. The set price plan is theoretically ideal, but its practical application must be wise, or it will fail. If prices are maintained at a level that is fair and equitable, neither merchant nor customer can complain, and both will prosper. But the great trouble is that we cannot stand—human nature cannot stand—a condition wherein we have control of what we shall exact from others. So any excessive price simply breeds active competition and the merchant or lot of merchants who get out to maintain a margin on sugar of 20 per cent. will, I think, sooner or later simply "hold the umbrella for competitors."

That is the way it looks to me. What do others think about this picture of Utopia?

The Clean Store an Incentive to Sales

Lindsay Grocer Endeavors to Make Interior as Inviting as Possible—Oil Cloth Floor Mopped Every Morning—How Purchasing is Induced by Salesmanship — New Goods Introduced Over the Counter.

"It is necessary these days to have the store bright and clean if you want to get the trade," is a statement recently made by James Dwyer, a Lindsay, Ont. grocer. "People like to deal at a clean, bright store; it is conducive to greater buying," he maintains.

Everyone knows that laws in regard to cleanliness in the store are becoming stricter every year. In some parts of the United States, for instance, regular and careful inspections of premises where food is sold are carried on, and some heavy penalties have been imposed for non-compliance with regulations, established for the purpose of guarding public health. Here in Canada, a similar advance is noticeable. The authorities are gradually enacting stricter laws regarding the manner of storing and selling food.

What is the reason for all this? Because the people of to-day are demanding that their food be stored in sanitary premises, and handled in a sanitary manner. Each year they are becoming more particular in this respect. The wise grocer, in all things, should aim to lead rather than follow public opinion, and for this reason, grocers, seeing the trend of public demand in regard to the environments of the grocery store, should not only make their premises comply with the laws of health, as well as of the country, but take a step in advance and have them such that they will commend themselves to the now exacting public in their cleanliness and brightness. Such an attempt to follow the wishes of the public cannot help but be to the advantage of the dealer.

How Cleanliness is Maintained.

Mr. Dwyer's store is a small one, comparatively speaking, but in respect to cleanliness and brightness, it is one from which many other dealers might take pattern. The metallic ceiling and high walls assist in brightening up the interior. The floor is covered with oilcloth, the reason being that it improves the appearance and is easier kept clean. It is mopped over every morning. Goods as well as counters and other fixtures are kept well dusted. Shelves and displays are maintained in good condition. Goods are classed so as to show to best advantage. For instance, the shelves at the front are given over to glass goods. Canned goods are symmetrically arranged along the upper ledge. All these things have made the store quite a model of neatness and cleanliness for its size.

The results secured in this establishment since it was opened about a year and a half ago, would indicate that the feature of cleanliness has proved a trade attractor. During the first year a business of $15,000 was done. An important contributing factor to the success has been the employment of salesmanship methods.

The Grocer, while in the store had an example of the value of it in increasing sales. Goods are kept on the counter, so that when purchasing has been finished, they may be introduced to customers.

"Here is a new ammonia powder," said one of the clerks, picking up a package after an order had been given. He went on to explain its qualities to her. A sale resulted.

She expressed the opinion that certain raisins were too high. "But these are new ones," he explained, and then went on to point out the difference between the old and new, and the desirability of purchasing the latter. While on the subject of new fruit, he drew her attention also to new dates which had just come in. She purchased three pounds. This was salesmanship—the power to sell goods over and above actual demand. A dominant feature in the Dwyer store.

Some attention is also given to window display, but Mr. Dwyer admits, not the attention that it deserves. "The grocery store is a busy place, and we sometimes neglect this important phase of the business," he says.

"The window is valuable as a selling agent though. The proof of the fact is that if a certain line is displayed in the window, it immediately takes on new life. We have frequent examples of this."

WHITE PHOSPHORUS MATCHES EXCLUDED.

The Secretary of the Treasury, Washington, D.C., has issued regulations governing the importation of matches into the United States so far as white phosphorus matches are concerned. These are excluded and the invoice of each exporter to the United States must state that the matches are not made of white phosphorus. This regulation took effect on January 1, it being in the interests of working men in view of the claim that these matches are injurious to health.

The CANADIAN GROCER

Established - - 1886

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John Bayne MacLean - - President.

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ADAPT COST BOOK SYSTEM.

Every store should have some system for keeping track of cost of goods without having to go back over an invoice file. This is a tedious, dirty job, and if it has to be resorted to frequently means considerable loss of time to both retailer and traveler—and time is money in these days of aggressiveness.

In this issue is shown the Cost Book system of D. W. Clark, a Toronto grocer for a good many years, and one who has made a close study of store management during his long career. By this book, which is in loose leaf form, he has at hand at a moment's notice buying information which would otherwise necessitate the digging out of old invoices, awkward additions and consequent loss of time. Such a system tends to eliminate over as well as underbuying, which is an asset to any store.

The Grocer would suggest to every reader who does not now operate a Cost Book, that he carefully look over the article referred to with a view to establishing a somewhat similar system. Its advantages are manifold and considering the short time required to keep it posted with the invoices, there seems no reason why it should not become universal.

If other retailers have adopted a system along this line, The Grocer would appreciate hearing from them with sample pages and benefits derived.

SERIES ON PARCEL POST.

The announcement has been made by Hon. L. P. Pelletier, Postmaster General for Canada, that he will introduce legislation some time in the near future calling for the establishment of a parcel post system in this country. This is a significant statement so far as the retail trade is concerned, because of the adverse effect it is sure to have on the smaller retailers. Every effort should therefore be made, before it is too late, to counteract the influence at work among the mail order houses and large dailies to effect the early bringing in of the legislation and its passing.

With this in view this paper is arranging for a series of several articles on parcel post, showing what it is in the United States, the harm it will do to the smaller merchants and therefore the country towns and villages, comparing conditions here with those in the Old Country, and submitting methods to defeat the proposed legislation.

The first of this series will appear in next week's issue. This will deal with the system of operation in the United States, because it is after this system that a Canadian parcel post law will be formulated, if it is formulated at all. Every retailer should be on the lookout for these articles. They will go thoroughly into the question.

PUSH COLD WEATHER LINES.

During the coming month we must surely experience considerable real cold weather. In Eastern Canada up to present, the rain has enjoyed the upper hand for the major portion of the winter, but there must be colder weather ahead. In the West there has been much cold weather, which has augmented sales of winter lines, such as condensed and canned soups, meat extracts, cocoa, etc.

While these lines have been selling well throughout the country there will be a still better sale during February, and every dealer should get behind them with displays and newspaper advertisements. Now is the time to push these lines because there is little resistance to their sales. By displaying a few condensed soups on a conspicuous part of the counter, or a package of meat extract, cocoa, etc., where customers will see them, there will be considerable quantities sold.

FISH PROSPECTS DURING LENT.

In a couple more weeks, Lent will be ushered in with all its possibilities for big sales of fish. Every advantage should be taken of it by the retailer. During the winter months, fish can be handled with little trouble, as refrigeration difficulties are reduced to a minimum. Every retailer who has a regular fish department should now begin plans for increasing sales during the forty days prior to Easter and those who have not yet had the department could not do better than establish one this year.

In an article in the fish department of this issue, some methods for displaying fish are indicated. These as well as others which retailers can originate might be utilized. The glass case in front of the store is a plan adopted by many. The fish are shown on platters under the glass covers so that everyone coming into the store cannot miss seeing them.

Oysters too, should be pushed strongly during February and March. Displays in clean enamel containers invite purchasing and every advantage should be taken of this method of making sales. Neat display cards should be adopted for both fish and oysters. Placed in conspicuous locations in the store they will certainly make sales.

SITUATION IN EGGS.

New laid eggs on the Toronto market are quoted today, wholesale, at from 30 to 33 cents. A year ago they were 35 to 40 cents. The reason is not far to seek. The exceedingly mild winter weather up to present has brought the hen from her lair and she has been depositing new laids more abundantly than is her custom in January.

A wholesale dealer in provisions told The Grocer this week that he has 27 hens, and on Monday last got 11 eggs. On Sunday 9 were laid. Another case has come to the notice of this paper where a farmer in Ontario has 400 hens and they are practically all laying eggs.

These two instances indicate why the supply of new laid eggs is heavy. They also demonstrate why some provision men are a little uneasy so far as their storage stocks are concerned. If no severe cold weather comes, the hen will continue to be energetic, and as high prices were paid the farmer last year for eggs to go into cold storage, there may be some produce men who will experience difficulty in getting out with a profit.

The egg market is, however, largely a weather market, and if we have some cold weather, as we no doubt will have, eggs should firm up a little. Prices, however, cannot be expected to advance much in any case in view of the fact that United States stock can be brought in so easily.

USEFULNESS OF A WANT BOOK.

An incident which occurred in a retail store the other day—one which came under the writer's notice—exemplifies the necessity of the dealer operating a want-book of some description for use when the traveling salesmen call.

In this store, at the time, there were several customers waiting to be served while the proprietor was giving an order to a traveler. There was one clerk in the store, but he was away behind in his service; nevertheless the dealer went on talking to the traveler.

When the latter had gone a customer asked for a package of washing soda. There wasn't a bit in the store. "Why didn't I think to ask that traveler," was the remark of the retailer, "to send me some washing soda, for I knew it was out of stock." The customer simply had to go elsewhere for her soda. The dealer lost the sale, and moreover he stamped himself as somewhat careless.

We all rely too much on memory. If a want-book had been kept in this store where every article found to be almost out of stock was jotted down, there would be little occasion to tell a customer, "I'm just out."

DESTRUCTIVE POWER OF KING FROST.

In California last winter the temperature went down to a certain point on the coldest day. The citrus growers noted this and provided during the year for enough smudges among the orange groves to counteract that degree of frost this and succeeding winters.

A few weeks ago along came a frosty night with a strong wind blowing at the same time and the calculations of the citrus growers were found to greatly miscarry. Many thousands of smudges were kept burning, nevertheless a large area of the fruit was frost bitten, reducing the supply of good California navel oranges and lemons greatly. One packer is known to have dismissed his employees and closed his plant for the season. Another firm state to their Canadian agents that they will be away short in their shipments to Canada of their two quality brands. While the total extent of the damage is not fully known, yet there is no doubt it has been great—and all because of an absence of a little heat.

All of which tends to remind us that the "best laid plans of mice and men gang aft agley."

ELIMINATE FAULT FINDING.

There are some merchants who are continually complaining. If it is not one thing, it is another. It is either lack of trade, poor collections, the mail order house or something else.

Towards the end of 1912 a friend remarked to a grocer that he had surely no complaint this year, as business was extremely brisk and collections were good.

"Yes," replied the grocer, "but I have had to hire another clerk in order to handle the extra business."

This is just another example of the fault finding grocer who is such a pessimist that people hate to deal with him.

The merchant should remember that he creates his own atmosphere. If he is cheerful, it will help to put his customers in a similar state of mind. If he cries hard times, he will surely, to some extent, bring his customers to think the same. This is detrimental to business and affects sales.

It is well for the grocer to look on the bright side of things, to be an optimist, as many of them are. If he has fault to find, let him keep it from his customers.

AIM FOR BETTER RESULTS.

If men had been content in past generations to allow things to remain as they found them, we would still be little advanced above the savage. It has been the striving for greater things, both by the individual and the world at large that has brought us to the present state of civilization.

In the same way it is the man who is not satisfied to allow business to remain at the same point that makes the greater success. An aim to achieve something better is a commendable quality in every man.

However, it is also well that a person learn to tell the difference between ambition and discontent. The germs of each are somewhat akin, although one is commendable while the other is decidedly not. To aim honestly for something better is ambition, while to be unduly dissatisfied with present conditions and surroundings, is discontent.

Take for instance your own business. Aim to increase sales over previous records, to gather into the fold a greater number of customers, to make a larger total profit, and to generally extend your business. Aim for greater results. That is ambition.

EDITORIAL NOTES.

Use the display card freely. A well written card is sure to attract attention.

• • •

The new laid egg is not so valuable as it was a year ago. The weather man is the cause.

• • •

In less than two weeks Ash Wednesday—and the opening of Lent—will be here. Fish stocks should be looked to.

• • •

Be sure of what you bought last time and how much you paid for same by using a Cost Book. Many a minute and many a dollar will be saved, too.

Discuss Methods of Biscuit Manufacturers

London Retailers Make Claim That They Are Overcharged in So Far as Glass Front Tins Are Concerned—They Want, Too, Gross and Tare Marked on All Tins as Well as Nett Weights—How a Grocer was Fined for Selling Plug of Tobacco to a Minor.

London, Jan. 22.—(Special.)—There was a good attendance at the last regular meeting of the Retail Grocers' Association. President John Diprose was named to go to Ottawa with a large deputation that will interview the Minister of Agriculture with regard to a grant of 50,000 to the Western Fair.

A lengthy discussion took place with regard to biscuit manufacturers charging fifty cents for glass front tins. It was pointed out that often the retailer would have $25 tied up in empty tins, and sometimes twice that amount when he considered the partly empty tins on his shelves. Some of the members who claimed to know, said those tins cost only 19 cents. They thought it only fair to the retailer to charge him cost price for the tins, instead of more than double. Grocers who have boarding-house or hotel trade claim they cannot charge for tins, and also claim they lose many. Consequently, if they had to pay the manufacturer 19 cents instead of 50 cents they would not be so much out of pocket. The Executive Committee were named to wait on the local biscuit manufacturers with regard to the above matter.

Want Gross Weight and Tare.

Another complaint was made against certain biscuit manufacturers who mark only nett weight on tins of biscuits. The meeting thought they should follow the example of those biscuit men who mark gross, tare, and nett—then the retailer can weigh the tins when it comes in stock, and when empty see if the tare is correct. Retailers claim it is a well-known fact that there is a great difference in the weights of tins. Often one-half pound difference is found. The manufacturer who does not mark the nett weights, the retailers say, takes an average weight, which is not fair to the retailer. They think it is quite simple to check the gross weight, when checking the goods and check the tare when empty.

The secretary was instructed to write to the firms mentioned asking them to comply with their wishes.

Legal But Not a Moral Wrong.

Another matter taken up was the fining of a local grocer by the police magistrate for putting a plug of tobacco in a little girl's basket without an order from the father. The mother sent the girl to the store with the grocery list, and among the articles ordered was the tobacco. The grocer did not wrap the tobacco, and on the way home the girl met a policeman, who made himself so officious as to have a summons served on the grocer, with the above result. Adam Palmer was named to wait on Police Magistrate Judd with regard to the law in question and report to the next meeting.

* * *

MANUFACTURER'S VIEWPOINT.

In view of the discussion which took place at the above meeting The Grocer gave the biscuit manufacturers an opportunity to present their side of the case so that the trade would be in possession of all the facts from both standpoints.

One manufacturer stated that if biscuit men charged glass front tins out to grocers at actual cost there would be an absolute loss to them. "In the first place," he declared, "the original cost of the tin is only a part of the actual cost in connection with the handling of the goods in this package. In the returning of the tin to the manufacturer the glass is nearly always broken, entailing the necessity of us furnishing a new sheet of glass for every tin. There is also the labelling of this package, which of course costs something, likewise, the return freight on the tins which is paid by the manufacturer. Then each time the tin is returned it must be thoroughly washed and sterilized before being refilled, and the proportionate freight charges in respect to the quantity of biscuit carried in this package is quite out of proportion to any other package put up by the manufacturer. That is, this tin will only hold from four to ten pounds of biscuit and very much more care must be exercised in the packing of these than in any other package, and for this reason, this method of sending them out, so far as the manufacturers are concerned, is not at all a profitable one. It has the advantage of displaying the goods on the grocer's shelves to the customers, but other than this, it is quite a costly proposition and all biscuits sold in this manner ought to carry a higher rate of cost than if sold in any other package or manner.

"However this is not done. The biscuits are sold at the same figure put up in this way as they would be in a wooden box so it is not hard to realize that while the tin itself may in some respects show a profit, it is very short lived, and the whole loss must be sustained by the manufacturer. It is necessary to renew the package from time to time which makes the proposition not an overly desirous one from the manufacturer's standpoint."

* * *

Many Thousands Destroyed.

"It must be borne in mind," states another manufacturer, "that glass fronted tins are returnable at invoice price, the manufacturer pays freight both out and in, and tins are frequently returned without glass or in a damaged condition.

"We maintain a special staff composed of men who do nothing but repair tins returned to us in a damaged condition. This cost, while considerable, does not provide for the loss as we have to destroy many thousands of tins annually that are either worn out or returned to us in such a condition that they are unfit for further use.

"Re suggestion to mark gross and and tare weights as well as the net weight on the tins. In view of the fact that our tins are made of uniform weight we do not see that the proposed additions would be an advantage."

* * *

The Price for a Generation.

One manufacturer gives as the reason for the 50 cent price of tins the fact that this price has been in vogue for a good many years without complaint before and that if changed now it would cause great confusion in credits.

"The price of 50c for a glass front tin," he says, "is a little high, as they do not cost much more than half that, but we suppose the reason is that this price has been in effect for a generation, and there has never been any complaint, and besides if it were changed, it would mean great confusion in the credit of empties. The merchant anyway doesn't have to pay for them as he returns them at our expense and gets full credit."

* * *

Says Cost is Higher Than Stated.

Another biscuit firm states that the assertion regarding the cost of the glass front tins is incorrect. "Suitable tins," he says, "cannot be purchased for any such money to-day. They are costing considerably more than they have for a number of years. While it is true they

are not to-day costing 50c each, the prices have remained on these packages for years, and were set at these figures when tin was considerably higher and the package was considerably larger.

"To simplify credits on returned empties, we, some years ago, adopted a three priced tin line, namely, 25c, 35c, and 50c.

"If we were charging according to cost, we would charge on some of these packages, 75c, some of them 60c, some of them 40c, and so on, but to avoid confusion and errors in credits, which are of as much advantage to the retail trade as to us, we adopted, as stated, these uniform prices.

* * *

Money Tied Up In Tins.

"As regards the assertion that dealers have from $25 to $50 tied up in tins alone, we think this is rare, and when it does occur, it is largely the fault of the dealer himself in not returning his empties more promptly. It also occurs from the fact of the larger variety of goods that are in demand to-day, compelling the dealer to carry a much larger stock than he formerly has done."

One firm does not think it necessary for the dealer to give tins to hotels and boarding houses. That he considers a matter of financing between the dealer and customer rather than dealer and manufacturer. This firm state that it is to the interests of every manufacturer to make these matters run as smoothly as possible between themselves and the retailer. They do not believe the retailer takes the proper course sometimes when price of biscuits advance.. "If a change in price of biscuits takes place," stated their representative, "the dealer seems to think he cannot advance the price. But if canned goods, for instance, are put up there does not seem to be any difficulty in selling them at an odd figure."

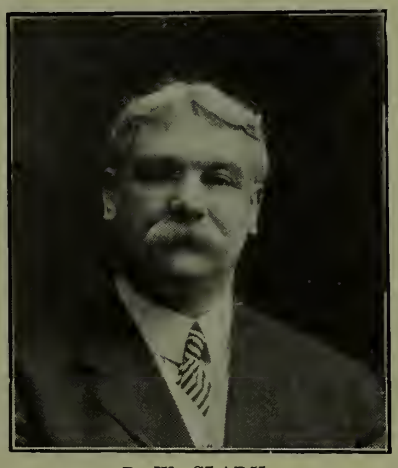
H. Miller, Sackville, N.B., who was burned out recently is again doing business. His recent ad. in the Sackville paper under the heading "Burned Out, but still in Business" effectively calls attention to this.

The McCormack Biscuit Co.'s Montreal branch was totally destroyed by fire last week. The fire started about six a.m., and soon the interior of the building was gutted. Tellier, Rothwell and Co., importers and manufacturers, next door, was much damaged with fire, smoke and water, but fared better than their neighbors.

Suggests Night Shipment of Fruit

President D. W. Clark in Inaugural Address Says that Growers, Railways and the Trade Should Get Together on the Question—Thinks It Good Idea to License Grocery Stores—Too Many Retailers in Toronto to Operate Markets Successfully, He Maintains—Election of Officers.

Toronto, Jan. 23.—(Special.)—The important item of business at the regular meeting of the Toronto Retail Grocers' Association on Monday night was the election of the 1913 officers. The decisions were arrived at by ballot except in case of acclamations, and as it necessitated some four or five ballots to elect the vice-president and the fourth member of the executive committee, the election was quite interesting. The officers for 1913 are:—



D. W. CLARK,
Elected President of the Toronto R.G.A. for 1913. Mr. Clark was President in 1893, just twenty years ago.

President—D. W. Clark (acclamation); vice-president—N. Carmichael; sec.—C. F. Thorne (re-elected by acclamation); treas.—J. S. Bond (re-elected by acclamation) executive committee—D. McLean, David Bell, W. C. Miller, C. Fry; trustees—D. Bell, D. W. Clark, F. Johnston; auditors—W. J. Coutts, S. W. Hall.

Before stepping down from the presidential chair, Past President R. W. Davies reviewed the work of the year 1912, referring particularly to the successful lauching of the Ontario Retail Grocers' Association.

The new president, D. W. Clark, in his inaugural address, urged that the support of every member be given to the chair in 1913.

Ship Fruit in the Night.

"There are a great many questions," said Mr. Clark, "that will require your attention during the year, a few of which I will mention. The fruit section of the business is one of the most important and requires a great deal of regulation. The very unsatisfactory way in which the fruit is brought on to the market causes a great deal of dissatisfaction, and an effort should be made to bring the grower, railways, wholesalers and retailers together to see if we cannot have all fruit shipped in during the night. The growers could pick all day, place the fruit in refrigerator cars, and have it come in so that the market could be opened by six o'clock in the morning. We could, therefore, have our goods in our stores before eight o'clock and know the price at which we have to sell.

"I would recommend that a special effort be made this year to greatly increase our membership. I would suggest that the city be divided into sections for organization and other matters such as early closing, buying to advantage, and reporting on delinquents, etc."

Favors Licensing of Stores.

The Medical Health Officer recommends that all retail shops be licensed. "I think," said Mr. Clark, "that the association should back him up in this matter, as everything in this way tends to elevate the standard of the grocery business.

"The Ontario Retail Grocers' Association will hold their annual meeting on Good Friday in this city and would ask that you appoint a special committee to make arrangement for the same."

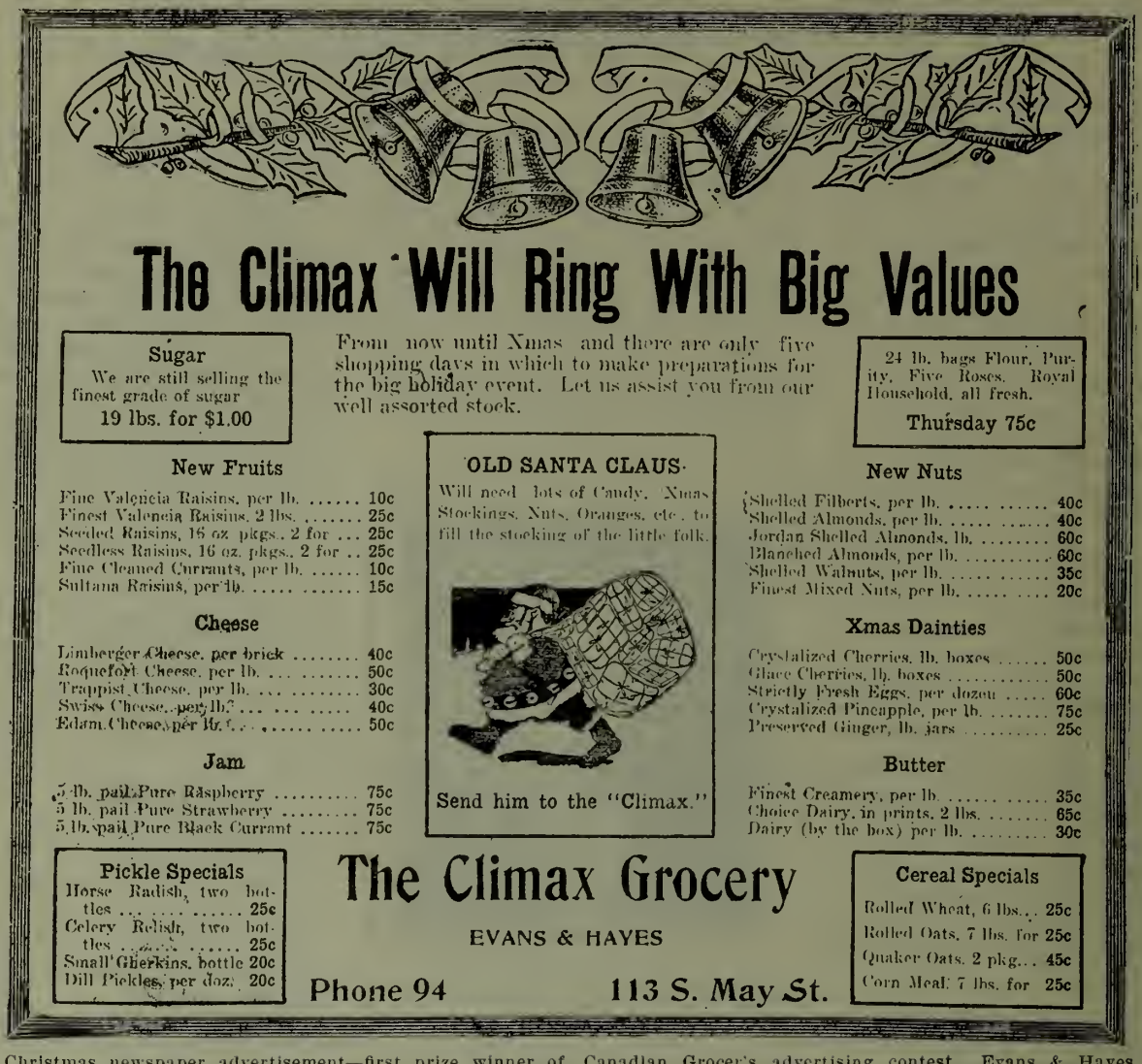
Mr. Clark stated that a strong effort should be made to stop the practice of wholesalers selling retail, and that a fine should be paid for every charge proven. He also maintained that a strong deputation should wait on the Provincial Government and urge them to amend the law re garnishee.

More Markets Unnecessary.

"An effort is being made," he said, "to establish markets in different parts of the city in order, as the exponents claim, to reduce the cost of living. The city's efforts in the past in that direction have not been very successful, with the large number of stores doing all kinds of retail business, and it is not necesary to establish any more markets. The profits of the grocers have not permitted very many to retire."

Mr. Clark's address was followed by talks from other newly-elected officers,

(Continued from page 27)


The Climax Will Ring With Big Values
Sugar
We are still selling the finest grade of sugar
19 lbs. for $1.00
From now until Xmas and there are only five shopping days in which to make preparations for the big holiday event. Let us assist you from our well assorted stock.
24 lb. bags Flour, Purity, Five Roses, Royal Household, all fresh.
Thursday 75c
New Fruits
Fine Valencia Raisins, per lb. 10c
Finest Valencia Raisins, 2 lbs. 25c
Seeded Raisins, 16 oz. pkgs., 2 for ... 25c
Seedless Raisins, 16 oz. pkgs., 2 for .. 25c
Fine Cleaned Currants, per lb. 10c
Sultana Raisins, per lb. 15c
Cheese
Limberger Cheese, per brick 40c
Roquefort Cheese, per lb. 50c
Trappist Cheese, per lb. 30c
Swiss Cheese, per lb. 40c
Edam Cheese, per lb. 50c
Jam
5 lb. pail Pure Raspberry 75c
5 lb. pail Pure Strawberry 75c
5 lb. pail Pure Black Currant 75c
OLD SANTA CLAUS
Will need lots of Candy, Xmas Stockings, Nuts, Oranges, etc., to fill the stocking of the little folk.
Send him to the "Climax."
New Nuts
Shelled Filberts, per lb. 40c
Shelled Almonds, per lb. 40c
Jordan Shelled Almonds, lb. 60c
Blanched Almonds, per lb. 60c
Shelled Walnuts, per lb. 35c
Finest Mixed Nuts, per lb. 20c
Xmas Dainties
Crystalized Cherries, lb. boxes 50c
Glace Cherries, lb. boxes 50c
Strictly Fresh Eggs, per dozen 60c
Crystalized Pineapple, per lb. 75c
Preserved Ginger, lb. jars 25c
Butter
Finest Creamery, per lb. 35c
Choice Dairy, in prints, 2 lbs. 65c
Dairy (by the box) per lb. 30c
Pickle Specials
Horse Radish, two bottles 25c
Celery Relish, two bottles 25c
Small Gherkins, bottle 20c
Dill Pickles, per doz. 20c
The Climax Grocery
EVANS & HAYES
Phone 94
113 S. May St.
Cereal Specials
Rolled Wheat, 6 lbs. .. 25c
Rolled Oats, 7 lbs. for 25c
Quaker Oats, 2 pkg. .. 45c
Corn Meal, 7 lbs. for 25c

Christmas newspaper advertisement—first prize winner of Canadian Grocer's advertising contest. Evans & Hayes is a Fort William, Ont., firm.

WINNERS IN CHRISTMAS AD. WRITING CONTEST.

1. J. J. Freed, Evans & Hayes, Fort William, Ont.
2. Forsyth, Jr., Dartmouth, Nova Scotia.

Among the other well written advertisements were those of J. A. McCrea & Son, Guelph, Ont.; Dowling & Reed, Brandon, Man., and E. S. Little, Preston Co-operative Ass'n., Preston, Ont. The winning advertisements will be reproduced in our Fall Campaign Number in October, as well as some of the others. That will be the time when they will be of the greatest advantage in giving Christmas advertising suggestions to others.

The judges point out particularly the attractive layout of the above ad. It is well balanced, has a good heading and introduction, and must have appealed strongly to those who read the paper containing it. The Climax Grocery, Fort William, is a cash store, and Mr. Freed claims that a great deal of business is secured through advertising in the papers.

Practical Suggestions for the Clerk

The Clerk of To-day is the Merchant of Tomorrow

Suggested Re-arrangement for a show card—"Better to try and fail than not to try at all," is a good motto for the grocery clerk who has cardwriting aspirations.

BY J. C. EDWARDS.

How many young men fail to-day because of their fear of failure! There is no such thing as failure in the make-up of the man who is brim full of ambition and enough steel in his backbone to back him up.

The accompanying cards represent the first attempt of a young Nova Scotia grocery clerk and a suggested re-arrangement for it. We are not going to criticize his work for he does not hang up his shingle as a cardwriter, but we will offer a few suggestions which undoubtedly will prove beneficial to him as well as to all beginners and pave the way to success for young men who are anxious to break into this pleasant profitable work.

You may say, "Oh, I haven't an iota of artistic ability in me—I could never learn to write cards in a lifetime." But you can and much more easily than you imagine. You do not, as a matter of fact, need to be artistic, nor yet do you require to be a good writer.

Cardwriting, no matter how crude has been proven invaluable to the grocer. How much more so will it be if it is nicely executed! The laying out of a card is easy to learn and with proper tools to work with and practical instruction, any clerk can make his spare time a valuable asset to his employer.

There are two things evident in the making of card No. 1. The first being the lack of proper cardboard to work on and the second, the lack of proper brushes and paint. In the absence of these the writer of the card utilized the back of an advertising card with a coffee advertisement pasted on to avoid any more lettering than was really necessary. The lettering below was apparently executed with a brush not used for such work and ordinary writing ink.

Now with the improved facilities of proper brush, pens, good cardboard, and regular cardwriter's paint, the card would have been made 100 per cent. better.

The accompanying illustration (card No. 2), shows an ordinary quarter size white card with black lettering, using the same inscription and the same illustration. This card while possibly not above criticism shows a wonderful improvement over the other in as much as the proper utensils were used and the knowledge of letter formation and layout were brought into use.

The illustration is much improved by the elimination of the frill and the inscription which was obliterated from the inside of the cup in the one by the use of ink was whitened over in the other. Card No. 2 shows a balanced layout on a regulation size card, while in No. 1 no attempt is made to give a balanced or uniform effect. The proper display is given to the words which require the most attention in the suggested card and an abundance of white space is used around the outside to bring the inscription out more prominently.

The brush used in lettering the lower word coffee is a square end red sable, while the smaller lettering was executed with two different sizes of Soennecken pens and the best satin-finished lettering paint was used for both pens and brush.

Fig. 1. Reproduction of card submitted by a Sydney, C.B., clerk for criticism. Work was done without the proper tools.

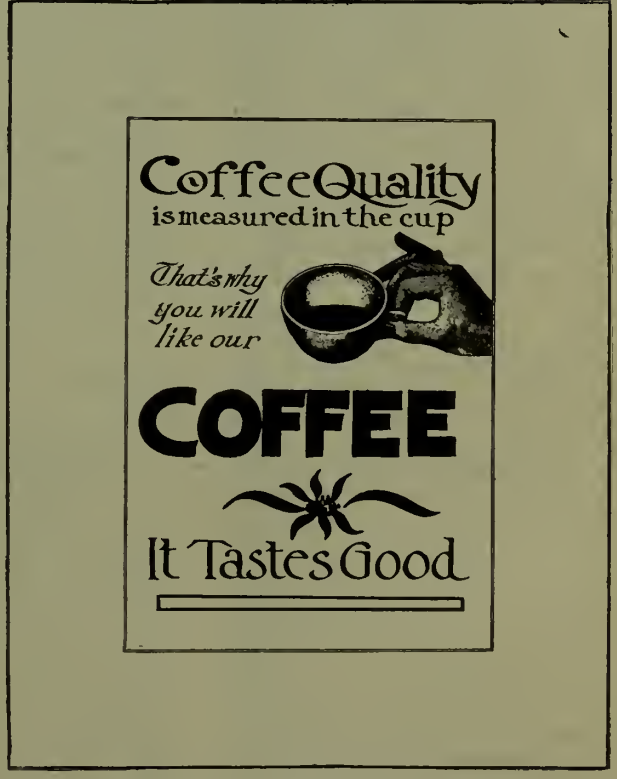


Fig. 2. Suggestion for better layout of the card submitted. This was made with proper ink, pens, brushes and cardboard.

Current News of the Week

Quebec and Maritime Provinces.

It is expected that actual work in connection with the construction of the Atlantic Sugar Refinery here will be begun in St. John, N.B., within a very short time, possibly a fortnight. Some of the officials of the company, F. H. Anson, managing director, Henry Holgate, chief consulting engineer, H. L. Trotter, engineer in charge, and L. R. Wilson, were in the city last week to attend to certain matters of importance in connection with the work. It is thought that Mr. Trotter and Mr. Wilson will remain during the constructing period.

"Large quantities of Ontario apples have been shipped through St. John, N.B., this winter," states S. L. Peters, Dominion fruit inspector in St. John recently, "but at the present time many Ontario companies are placing their stocks of apples in cold storage there for a month or two, anticipating an improvement in prices. Owing to fact that the English market was flooded about Christmas time. the price over there just now is low, and consequently Upper Canadian shippers do not want to deliver until there is an upward movement.

The following are the directors of the Pure Maple Syrup and Sugar Co-operative Agricultural Association formed recently at Waterloo, Que., to further the maple industry in Canada: W. F. Goddard, Waterloo; Chas. Fisk, Abbotsford; B. T. Brownlee, Hemmingford; Luc Dupuis, L'Islet; and John H. Grimm, Montreal, the first two being President and Vice-President respectively. At the opening meeting held a short time ago at Waterloo a rsolution was drawn up for presentation to the Federal Government, asking that legislation be passed to prohibit the use of the word maple on any package, which did not contain absolutely pure maple syrup. The resolution also embodied a clause asking that offending parties be fined $200 or imprisoned. It is expected that petition will be put forward at Ottawa within a month.

Ontario.

H. Johnson has purchased the grocery of W. Eddy at 365½ Yonge St.. and took possession this week.

L. V. Camfield, who was in business for some years at 395 Brock Ave., Toronto, has purchased the grocery business of Mr. Jaffrey, 1025 Gerrard St. E. He has remodelled the store and everything looks quite inviting.

The Paris Co-operative Society General store, Paris, Ont., started about a year ago, have assigned for the benefit of their creditors.

Jno. Blood, 419 Yonge St., Toronto, has purchased the grocery business of W. Davidson at 386 Huron St. Mr. Blood is remodelling the store. The business will be run in connection with the Yonge St. store.

J. Munholland. grocer. 455 Yonge St.. Toronto, has leased the premises at 144 Avenue Road, and is having them fitted up with a number of modern grocery conveniences. It is his intention to install a fruit stand after the model of the one described in Jan. 10 issue of The Grocer. which attracted the favorable attention of Mr. Munholland, Jr.. at the time. It is in use in store of W. H. Stone Co.. Winnipeg. The new store will be ready for business about Feb. 1.

Western Canada.

W. N. Reid, general merchant, Alexander, Man., is succeeded by T. Morris.

The grocery store of Stevens & Allan, Kamloops, B.C., has been taken over by R. McCall. Stevens & Allan have been in business there for nearly ten years.

It is stated that some Winnipeg financiers are behind the erection of a large departmental store at Brandon, Man. It will be 100 feet by 20 feet in dimensions, and 9 storeys high.

The Western Brokerage and Manufacturer's Distributing Co., Calgary, Alta., have changed their name to Cardell, Nutting, and Free, Ltd. Under the former style there was considerable confusion in receipt of mail, and the new name was decided on to obviate this.

Annual Staff Gatherings

On Saturday night last, the Toronto staff of T. H. Estabrooks & Co., Ltd., held their fourth annual dinner at McConkey's, Toronto, and the usual good time was of course realized. The menu card was an appropriate one, the cover being made of mottled paper overlaid with tea lead and tied with red and blue ribbon. T. H. Estabrooks, of St. John, N.B., was present, and several toasts were fittingly observed in neat speeches by members of the travelling, office and warehouse staffs. Mr. Estabrooks responded to the toast to "Our Chief."

LEAKS IN THE GROCERY STORE

SEPARATE BUTTER TASTERS NEEDED.

An ex-grocer who has occasion to make many calls on the retail trade reports a leak which on the spot caused the loss of a sale.

Two women were in a store, acquaintances evidently, and were buying butter. They wanted to taste it and a fork was handed one of them. After the testing operation, it was passed to the grocer, who without any hesitation pulled out a pocket handkerchief and wiped the fork. The second customer naturally declined to use it. She declined to purchase butter.

Not only was this 32 or 35-cent sale lost, but in future that dealer will never again make a sale of butter to that particular woman. The leak is almost sure to mean loss of butter sales to others because women are sometimes communicative. Whether the entire trade of the customer will be lost, only the dealer will know, but the tendency is that way.

There are many stores kept in such a make-shift manner that people will buy only canned and package goods. For such lines as bulk cereals, bacon, open dried fruits, etc., they go somewhere else.

OF UNTOLD VALUE.

The MacLean Pub. Co.,
Toronto, Ont.

Gentlemen:—Enclosed please find postal note for $2 to cover our subscription for The Canadian Grocer.

It has been of untold value to us in many ways. Could not possibly do without it.

Yours sincerely,
WILSON M. CONN.

Langdon, Alta.

A BOUQUET FROM N. Z. SUBSCRIBER.

Editor, Canadian Grocer.—We would like to express our appreciation of your valuable paper and to compliment you on what we consider a vast improvement in the "get up" during the past few months.

HILL & BARTON, LTD.,
H. G. HILL,
Managing Director.

Wellington, New Zealand.

General Review of the Grocery Markets

Raw Sugar Market Temporarily Strong, But Weakness is in Sight For Future —Syrups Selling Well—Canadian Beans Not Being Given Much Attention — May be Some Declines in Tapioca in Near Future—Tea Market Stronger — Collections Good.

QUEBEC MARKETS.

POINTERS:—

Tea.—Indias and Ceylons going up.

Coffee.—Strong.

Sugar.—Nominal.

Decline in evaporated peaches and pears.

Montreal, Jan. 23.—There is a general activity in wholesale grocery trade at this centre, and business is assuming its regular volume. There are few price changes and stocks everywhere are heavy, with possible exceptions of teas, coffees and sugars. Rice is quite active and there is a weakness in dried fruits. The trade at present is good, and there are very few complaints.

SUGAR.—The market on sugars is nominal and dealers are buying only for immediate needs, as there is an uneasy tone to market. Some predict a further decline, but the foreign markets are not so weak and there are no importations of raw sugar, consequently the local refineries are short of raw sugar and should this shortage continue prices might advance. There has been no change in prices from last week, and trade is quiet, as buyers are afraid to stock up with such uncertain market indications.

The United States canners have appealed to President-Elect Wilson to reduce the duty on sugars, in the event of which a curious condition will manifest itself. Cuba now receives a preferential duty, and if the duty on other sugars is reduced it will mean that Cuba sugars will enter the United States free of duty. This condition, so local men state, would mean lower prices for sugars in Canada, as this sugar would be imported very largely here.

Granulated, bags	4 60
Granulated, 20-lb. bags	4 70
Granulated, 5-lb. cartons	4 90
Granulated, 2-lb. cartons, per cwt.	4 90
Granulated, Imperial	4 45
Granulated, Beaver	4 45
Paris lumps, boxes 100 lbs.	5 35
Paris lumps, boxes 50 lbs.	5 55
Paris lumps, boxes 25 lbs.	5 65
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 20
Crystal diamonds, 100-lb. boxes	5 35
Crystal diamonds, 50-lb. boxes	5 45
Crystal diamonds, 25-lb. boxes	5 65
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	4 95
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 00
Powdered, 25-lb. boxes	5 20
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 yellow	4 35
No. 1 yellow	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—Conditions are unchanged and prices remain same. There is no likelihood of any changes until new crop comes on market early in March. There is a good demand for syrups due to the demands of season, but molasses is quiet.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—There is good demand for apricots, and for this reason they did not sympathize with the other evaporated fruits—peaches and pears—in the decline. The demand is keeping up for currants and raisins, with a slight decline in fancy selected. Other prices remain the same.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 09¼
Evaporated pears	....	0 12½
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-50	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅝	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

TEA.—Indias and Ceylons are going up, and all other good grades are strong. Low grades have been neglected and are weak. Japans are moving well here and there is a decided shortage of siftings and fannings. Pekoes continue strong, with good demand for better grades of all teas. Prices remain unchanged from last week.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamasbino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee is high and market firm, notwithstanding some reports to contrary. Mochas are selling at 24c. for the poorer grades and 28c. to 29c. for better grades. Mexicans are higher and the prices stiffer. It is interesting to note that over 1,000,000 bags of Valorization coffee were recently sold in New York without perceptibly affecting the coffee market. This fact seems to bear out the assertion that prices are firm. It is admitted that some stocks are low in expectation of decline which does not appear to be forthcoming very soon.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27

RICE.—There is a good demand for rice, with prices remaining firm. This is best season of year for rice, and on account of the high cost of living the poorer classes are using more and more of this food.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 85
Rice, grade B, bags 100 lbs.	....	3 85
Rice, grade B, bags 50 lbs.	....	3 85
Rice, grade B, ½ pockets, 12½ lbs.	....	4 05
Rice, grade B, pockets 25 lbs.	....	3 95
Rice, grade C.C., bags 250 lbs.	....	3 75
Rice, grade C.C., bags 100 lbs.	....	3 75
Rice, grade C.C., bags 50 lbs.	....	3 75
Rice, grade C.C., pockets 25 lbs.	....	3 85
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 95
Patna, polished	....	4 45
Pearl	....	4 95
Imperial Glace	....	5 35
Sparkle	....	5 50
Crystal	....	5 25
Snow	....	5 35
Ice Dips	....	5 60
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—There is no change in prices and demand is light.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	....	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Casbews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

BEANS.—Trade in beans is not brisk, but there are a few moving. Canadian beans are plentiful, but of rather poor quality. Imported Austrians are of much better quality.

Beans—		
Imported Vienna brown beans, bush..	....	3 25
Yellow beans, bushel	....	3 00
White beans (Ontario), bushel	2 80	2 90
Green peas	....	2 75
White peas	2 75	2 80

ONTARIO MARKETS.

POINTERS—

Sugar—Situation still weak.

Syrups—Selling well.

Prunes—Market easier.

Tea—Firmness reported.

Tapioca—Lower prices anticipated.

Toronto, Jan. 23.—Wholesalers report business this week still on the quiet side, although nothing out of the ordinary for January. Many maintain that the holidays do not make such a big difference as years ago, and that with the first of the New Year trade goes on same as before the holiday rush. Sorting up orders for winter trade are now coming in freely. Collections here are reported as quite good, there being little indication, so far as local wholesalers can see, of tight money.

Changes so far as the markets are concerned are slight. The sugar situation is being watched closely by the wholesale trade who believe another decline is due. Beans also present an interesting situation in view of the inferior quality of Canadian stock and the importations from the Old Country. Some grades of tapioca are expected to decline when new shipments arrive from Singapore. Cloves are a little firmer in primary market.

SUGAR—There is a temporary firmness to the raw market, but the future of the sugar market seems to be for lower prices. The firmness during the week is due shyness of raws and refiners running a little 'close to the wind.' Some have not the raws to hand they had expected before this, and local troubles in Cuba are also named as a reason. With the bright prospects continuing as at present, however, the next move in the market should be downwards. Dealers are therefore buying from hand to mouth.

Extra granulated, bags	4 70
Extra granulated, 20-lb. bags	4 80
Extra granulated, 5-lb. cartons	5 00
Extra granulated, 2-lb. cartons	5 00
Imperial granulated	4 55
Beaver granulated	4 55
Yellow, bags	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 10
Extra ground, 50-lb. boxes	5 30
Extra ground, 25-lb. boxes	5 50
Powdered, bbls.	4 90
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 10
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 35
Paris lumps, in 100-lb. boxes	5 45
Paris lumps, in 50-lb. boxes	5 55
Paris lumps, in 25-lb. boxes	5 85

SYRUPS AND MOLASSES—Good quantities of both syrups and molasses are going into consumption in view of the appropriateness of the season. There are no price changes and none likely for some time yet.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¾
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Palls, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS—In some sizes of prunes stocks appear to be fairly plentiful with others not so much so. This has tended towards a possible weakening in prices, but no general changes have as yet been made. It is generally believed that supply of evaporated apples is quite heavy, but some wholesalers are inclined to believe that good quality apples are not obtainable to a large extent. One stated that prices of good firm evaporated stock were liable to advance to 8 cents before summer. As yet there has been little export business and when this begins market will rule firmer. Sales of dried fruits are light from wholesaler to retailer, the latter being stocked up fairly well, prior to holiday season.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¾
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05½
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA—A local firm received cable from their London house during the week to effect that there was a stronger market ruling for both medium and fine Ceylons. The tendency in these was 'firm and upward.' This was report of the third auction since the holiday, sales being quite heavy. Indian teas are now pretty well marketed for season with probably last of past crop on the way to England. Supplies of Indian teas will therefore soon disappear from the London market.

COFFEE.—There seems to be little hope for any decline in coffee situation, the Valorization scheme being evidently strong enough to hold prices firmly in its grasp. Even when the million bags of coffee were placed recently on the United States market, they were scarcely perceptible so far as prices were concerned. Local roasters and grinders are buying in small lots, fearing lest they should be caught in a declining market, but they entertain little hopes of coffee going down in near future at any rate.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricalbo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—There are no price changes in spice market and few prospects of any just now. Cloves are firmer in primary market.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	30—32	1 08—0 95	..—1 08
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Palls or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83

RICE AND TAPIOCA.—Rice is selling pretty well now, being a substantial Winter food. No changes in prices are noted. There is, however, the probability that medium pearl and seed tapioca will rule lower when new shipments anticipated arrive from Singapore. The decline may be about half a cent.

	Per lb.	
Rangoon	0 03¾	0 04
Fancy rangoon	....	0 06½
Patna	0 06½	0 06
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06½	0 07
Flake	....	0 08
Seed	0 06½	0 07

NUTS.—Market is quiet in nuts, and so far as nuts in shell are concerned will rule quiet throughout the year. Shelled varieties have a good sale the year round. Almonds are firm, but there is some easiness in shelled walnuts.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½

Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—There is not much business passing in Ontario beans for reason of inferior quality. The wet weather last fall spotted a lot of them and it is difficult to keep them from spoiling. One bean man estimates that not more than 40 or 50 per cent. of them will be marketed. The rest may have to be fed to hogs. On other hand, Austrians are of good quality and are selling well.

Beans, Canadian—		
Prime beans, per bush.	2 60	2 65
Austrian, hand-picked	2 65	2 75

CANNED GOODS.

Toronto.—So far as fruits and vegetables are concerned, canned goods are not moving very briskly. There is an impression among the trade that the supply is quite plentiful and that there will be no trouble in supplying the full demand.

Canned salmon has been selling well in spite of high price and it is believed there will be little held over, if any.

MANITOBA MARKETS.

POINTERS — PRUNES, DECLINE; SUGAR, WEAK.

Winnipeg, Jan. 23.—The wholesale grocery business is fairly active; all staple lines moving freely. Retailers sum up the holiday business as having been satisfactory and are well satisfied with volume of trade being transacted since opening of the new year.

Collections are reported to be fairly good, and volume of cash trade satisfactory. Travelers are now out on the road and are sending in good line of orders and anticipate a good sorting business during the balance of month.

Past year's crop of sugar is reported to have been good and this fact, together with satisfactory outlook for the present year's crop has caused sugar to have easier feeling. There will undoubtedly be heavy returns from cane crop of 1913 when it is manufactured.

Prunes have declined. Small sized prunes are said to be plentiful, but larger sizes scarce.

There is nothing of special interest in other staple lines.

SUGAR—Sugar is for present steady at decline reported last week, but prices are not yet in line with those of last and further decline is looked for. Trade in sugar is for present somewhat quiet, the consumptive demand being low.

Montreal and B.C. granulated, in bbls.	5 25
Montreal and B.C., in sacks	5 20
Montreal and B.C. yellow, in bbls.	4 85
Montreal yellow and B.C. yellow, in sacks	4 80
Icing sugar, in bbls.	5 60
Icing sugar, in boxes, 25 lbs.	5 85

SYRUPS AND MOLASSES—There is nothing new to report in syrups this week. There is a good retail demand as is usual during winter months.

Corn Syrup—		
2 lb. tins, per case		2 13
8 lb. tins, per case		2 53
10 lb. tins, per case		2 41
20 lb. tins, per case		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS—A decline in prime prices is feature in dried fruit business this week. Small sized prunes are reported as plentiful in California and the larger sizes as scarce. The demand for dried fruits is active.

	Per lb.	
Prunes—		
90-100s, 25s, s.p.	....	0 05¼
90-100s, 10s, s.p.	....	0 05
80-90s, s.p.	....	0 06
80-90s, 10s, s.p.	....	0 06½
70-80s, 25s, s.p.	....	0 06⅝
70-80s, 10s, s.p.	....	0 07
60 70s, 25s, s.p.	....	0 06⅞
50-60s, 25s, s.p.	....	0 07⅜
40-50s, 25s, s.p.	....	0 09½
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	0 09¼	0 09½
Smyrnas	0 13	0 15
Currants—		
Dry clean, per lb.	....	0 07⅛
Washed, per lb.	....	0 07⅝
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS—There is nothing new to note in coffees and teas. The fluctuations in coffee options in New York have no appreciable local effect. The Valorization commission seems quite powerful enough to control market and nothing but extraordinary yield is likely to bring about reduction in price.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS—Beans seem to have steadied down to a fixed price for a time. There is a normal demand, but brisk trade is expected when the great railroad contracts for the year are organized and being supplied.

Beans, hand-picked, per bushel	2 95
Beans, 3 lb. pickers, per bushel	2 85
Split peas, sack, 98 lbs.	4 25
Whole peas	2 90

NUTS—Since holiday season trade in nuts has been comparatively quiet. Brazils are scarce.

Brazil	0 13	0 14
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12
Peanuts, choice	....	0 09½
Pecans	....	0 17
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	....	0 35
Shelled walnuts	....	0 30
Chestnuts	....	0 20

WINNIPEG.

FISH—Coarse fish, such as pike, perch and other lake fish are plentiful on market as is usual at this time of year, but the products of the winter lake fishery are mostly sold by itinerant pedlars. There is, however, a quite normal demand for staple lines and trade in oysters is particularly good.

Fish—		
Oysters, per gallon		2 75
Frozen salmon		0 11
Frozen halibut		0 09
Fresh whitefish		0 08½
Fresh pickerel		0 08
Block cod		0 10
Haddock		0 06
Finnan haddies		0 08
Holland herring, keg	0 68	0 75
Kippers, box		2 00
Smoked cod		0 12
Goldeyes, dozen		0 50
Labrador herring	....	4 50
Fresh trout		0 12

WINNIPEG.

PRODUCE AND PROVISIONS — Storage eggs are a little dearer, domestic eggs unchanged. Lard remains at the reduction noted in the last report and there is an easier feeling in cured meats. Live hogs should go down during the next two months and hog products likewise.

Lard, tierces	....	0 13¾
3 lb. tins, cases	....	8 70
5 lb. tins, cases	....	8 65
10 lb. tins, cases	....	8 55
20 lb. pails, cases	....	2 80
50 lb. tubs	....	6 90
1 lb. bricks	....	0 15
Cured Meats—		
Hams	0 15½	0 18½
Long clear	....	0 15½
Short clear	....	0 15¼
Shoulders	....	0 14¼
Bacon	0 20	0 22½
Cheese—		
Ontario, large	....	0 15½
Ontario, twins	....	0 15¾
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 34	0 36
Dairy	0 29	0 30
Eggs, fresh laid, Manitoba	....	0 30
Southern eggs, shortage	0 22	0 23

WINNIPEG.

FRUITS AND VEGETABLES—California lemons have advanced $1.00 per crate, but oranges are at last week's figures. Imported strawberries are a little cheaper and California lemons off 25 cents. There is no great activity in green fruits at present. Potatoes remain unchanged.

Frozen cranberries	....	10 00
Malaga grapes, kegs	8 50	10 00
Navel oranges, case	....	4 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Washington apples	1 50	2 25
Ontario tomatoes	....	0 75
Ontario apples	4 50	5 50
Cranberries	....	14 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Pears	....	4 00
Valencia onions	....	2 00
Imported rhubarb, lb.	....	0 20
Strawberries, quart	....	0 60
Sauerkraut, lb.	....	0 04
California tomatoes, case	....	2 50
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet potatoes, barrel	....	6 50

NEW BRUNSWICK MARKETS.
(By Wire.)

St. John, N.B., Jan. 23.—Business has improved during the week. Travellers are again on road. This has caused better orders, though collections none too encouraging as yet. Markets for most part are firm. Stronger tone is noticeable in flour market, though sales are slow at present as usual after Christmas trade. Transportation of flour has relieved market, and situation is much brighter, with better supplies on hand. Price of cornmeal is low and demand

brisk. Present quotings will likely prevail for some time and will have influence on feed trade, making easier tone to brans, etc. Better supplies of rolled oats are on hand, mills shipping in better quantities. Prices are lower.

Refined sugar quotings are lower by 10 cents and raw market is weak. Advices are that trend will be downward. Cuba crop prospects are for enormous harvest which will influence market. West Indies advices show indications for good molasses crop, but will be later than usual.

Pork products are easier. Lard dropped half to three-quarters of a cent. Advices to local dealers from fruit brokers say that frost in California will make higher prices and cause increases most immediately. Influences are already being felt in lemons and particularly in California oranges. Latter are up 75 cents a case. Even orders in transit are affected by change. Fact that Western trade takes supply of lemons from California and now have to draw on Messina will influence local markets, which formerly bought mostly Messina stock.

Prince Edward Island butter and eggs are offering at slightly easier prices than local, many eggs being shipped from the island here.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	2 85
Beans, Austrian, busbel	2 65	2 75
Beans, yellow eye, busbel	3 10	3 15
Butter, dairy, per lb.	0 32	0 36
Butter, creamery, per lb.	0 28	0 30
Buckwbeat, W., grey, bag	2 85	3 00
Cheese, new, lb.	0 14½	0 14¾
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 85
Eggs, bennery	0 45	0 50
Eggs, case	0 30	0 31
Flour, Manitoba	6 25	6 35
Flour, Ontario	6 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 14	0 15
Lemons, Messina, per box	3 60	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 50
Oatmeal, std.	....	6 05
Pork, domestic mess	24 00	24 50
Pork, American clear	25 00	27 00
Potatoes, barrel, new	1 80	2 25
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Coboes	8 60	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 80	6 15

ASSOCIATION ON THE WATCH

Chilliwack, B.C., Jan. 15 (Special).—The Retail Merchants' Association of Chilliwack has requested that the city council more rigidly enforce the agents' and pedlars' license by-law and this has drawn the reply that the law will be sternly carried out in all cases brought to the attention of the police. The council in its reply stated that the police and other civic officials have strict instructions to collect all licenses, including agents, hawkers and pedlars, but to gather them all in it is necessary that the local retail merchants co-operate with the council in the work.

The complaint of the association was founded on the fact that many outside firms did a considerable volume of retail business in the city and were not assessed the necessary tax according to by-laws. The opinion was expressed that the city license by-laws regarding agents and pedlars should receive more attention from the civic authorities. Members who spoke on the subject did not object to outside firms doing business in the city, but claimed that these firms should not be given an advantage in not being required to pay a license, while the local dealer is regularly taxed.

Following items are from The Grocer of January 27, 1893:—

"Fred R. E. Dearborn has been admitted partner into the firm Dearborn & Co., spice grinders, St. John, N.B."

Editorial Note.—This firm is in business to-day in St. John.

* * *

"At the annual meeting of the Edwardsburg Starch Co. in Montreal, the following board of directors were elected: Richard Bolton, Warden King, Robert Anderson, Wm. Strachan, George F. Benson, W. E. Cheese, and John Fairbairn. Mr. Richard Bolton was elected president and Mr. Warden King vice-president."

Editorial Note.—This is still another of the large firms in business to-day which were well known to the trade twenty years ago.

* * *

"D. R. Wilkie was unanimously elected president of the Toronto Board of Trade to succeed H. N. Baird. Hugh Blain, of Eby-Blain & Co., was also re-elected first vice-president without opposition. William Ince and John I. Davidson are among the nominees of the council."

Editorial Note.—Mr. Blain is to-day an active member of the Toronto Board of Trade, but the passing of time has eliminated the last two named wholesale grocers from among us.

* * *

"Before the Dairymen's Association at Kingston, Mr. Taylor, M.P. for Leeds, said that through his efforts in Parliament he had got a law passed preventing the manufacture of oleomargarine in Canada and the importation of it into the country. This has benefited the country very materially and they had the local and English markets for good butter. It was the custom of United States dairymen to ship cheese through Canada to England without having the place of manufacture branded on the goods. People in England were led to believe that this cheese was manufactured in Canada and sold more readily in consequence. He had a regulation passed by the Government to the effect that all United States cheese passing through Canada in bond for England must be branded the product of the United States."

Editorial Note.—Oleomargarine is not allowed to-day to be manufactured or sold in Canada.

SUGGESTS NIGHT SHIPMENT OF FRUIT.

(Continued on page 34.)

including Neil Carmichael, C. F. Thorne, J. S. Bond, W. C. Miller, Donald McLean, David Bell, and C. Fry.

Mr. Miller, who is secretary of the Ontario R.G.A., referred to the hearty manner in which the garnishee and scale inspection petitions were being signed and asked for the support of the Toronto members when they were being placed before the trade here.

Mr. Fry referred to the fact that in 1893, just twenty years ago, Mr. Clark had been elected president of the same association.

Other Business Transacted.

A committee consisting of S. W. Hall, W. J. Coutts, and C. F. Thorne was named to bring in a report at next meeting night to amend the by-laws if necessary.

On the motion of W. C. Miller and R. A. Dutton, the executive committee was named to look after arrangements for the annual dinner.

S. W. Hall called attention to aggressiveness on the part of the peddlers around the city hall, and advised that an eye be kept on the by-laws. It was generally considered, however, that the city council this year would not on the whole be opposed to the legislation which the association had placed in the city's books in 1912.

Little Change in Flour and Cereals

Wheat Market Has Been Firm But Eased Off at Beginning of Week—Flour Prices Lower Than This Time Year Ago—Rolled Oats on the Easy Side, But Steady—Lower Price on Cornmeal in Montreal.

There is little change to the flour market since a week ago. No price alterations have been named, but market is still a little on the firm side in sympathy with raw material, although wheat declined a little on both Chicago and Winnipeg markets at first of the week. The weakness is attributed to the heavy world's shipments, favorable reports from Australia and Argentine and quiet export demand. Winter wheat patents are now quoted in Montreal at $4.50 to $4.75, whereas a year ago the price was $4.80. In Toronto price is $5.30 for first patents, car lots, per bbl. as compared with $5.50 a year ago. Yet in latter city majority of the bakers have advanced price of bread from 5 cents to six cents.

The rolled oat situation is same as week ago. There is a plentiful supply of oats and prices are on the easy side. Some manufacturers of package goods are still having difficulty in obtaining supplies of premium dishes for the packages.

Cornmeal is still weak, with a slight decline announced in Montreal. Mill feeds are also easy. In some cases millers are quoting bran below figures herewith.

MONTREAL.

FLOUR—Prices remain rather firm. There is also a firm tone to wheat. Orders are coming in fairly well, but trade is usually quiet at this season of the year, but with the opening of navigation trade will liven up.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags		4 90
Manitoba strong bakers, in bags		4 70
Manitoba second, in bags		4 30

CEREALS.—There is no change in the cereal market other than an advance in rolled oats in barrels and a decline in cornmeal. Demand is light and trade generally quiet. There will be a quiet tone to the cereal market until navigation opens.

Fine oatmeal, single bag lots	2 44
Standard oatmeal, single bag lots	2 44
Granulated oatmeal, single bag lots	2 44
In 25 bag lots prices of above are 10 cents lower.	
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	2 12½
Rolled oats, jute bags, 90-lb. single bag lots	2 22½
Rolled oats, bags, 90-lb. single bag lots	2 27½
Rolled oats, barrels	4 70
Rolled wheat, barrels	2 60
Hominy, 98 lb. sack	2 15
Bolted cornmeal, 100 bags	2 05

TORONTO.

FLOUR.—There is considerable talk among the millers about the raise in prices of bread here. Flour is 20 cents a barrel below figure ruling year ago, yet bread has been advanced by many bakers from 5 to 6 cents. First patents Manitoba wheat flour is quoted here at $5.30, but bakers buying in quantities can purchase at around $5. Flour is fairly firm on the whole.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 30
2nd patents, in car lots, per bbl.	4 80
Strong bakers, in car lots, per bbl.	4 60
Feed flour, in car ots, per ton	28 00
Flour in cotton sacks, 10c per barrel more.	

Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—There is no change in cereal prices from week ago, but market cannot be said to be strong. Since recent decline demand has been somewhat stimulated, but generally the average January selling is in vogue.

Rolled oats, small lots, 90 lb. sacks	2 22½
Rolled oats, 25 bags to car lots	2 12½
Standard and granulated oatmeal, 98-lb. sk., small lots	2 35½
Rolled wheat, small lots, 100-lb. bbls	2 75
Rolled wheat, 5 barrel to car lots	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 65
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS.—Some millers are disposed to quote bran at $19, but prices below rule generally.

Bran, in car lots, per ton	20 00
Shorts, in car lots, per ton	22 00
Middlings	25 00

WINNIPEG.

FLOUR AND CEREALS—Flour business both domestic and export is quiet. Western mills are still running full time, but are likely to ease off a little. Rolled oats are down 5 cents as is oatmeal.

Flour—	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	2 00
Standard Granulated, 98 lbs.	2 50
Cornmeal, sack of 98 lbs.	1 95

ATTRACTIVE CHEESE WINDOW.

Woodstock, Ont., Jan. 23.—(Special)—Poole & Co., Dundas Street, had a particularly attractive dairy window during the days of the Western Ontario Dairymen's convention. The principal feature was cheese. More than a dozen white and colored Canadian 80-pound cheeses were used, and one of these was cut vertically and the halves turned outward. About as many of the 10-pound Stilton cheeses were pyramided in the foreground, and in little piles about the window floor were packages of cream and limburger cheese. One or two flat Roqueforts were also to be seen. A couple of wrapped boiled hams and numerous bottles of olives finished off a decidedly well worked-out provision display. There were no price tickets.

At the dairy exhibit auction in connection with the convention, the following prizes were realized:

Cheese:—September white 12¼c; September colored, 12⅝c; October white, 12; October Colored, 12¾c; Flats, 13; Stiltons, 14c.

Butter:—Winter creamery, 29¼c; October. 28c; Prints, 30½c.

W. Miller has recently purchased the business of C. A. Turner, Milestone, Sask. Mr. Miller came from Iowa.

Extensive Shortage of Good Navels

One California Packer Closing Down for Season—Another Shipper Informs Canadian Agent That Shipments of Best Brands Will be Small—Lemons and Celery Also Damaged—Firm Market in All These Lines—Apples and Potatoes Moving Briskly.

Effect of the frost on the California citrus fruits has undoubtedly been quite large. One large Western Ontario importer informed The Grocer he was advised by a California packer that his plant had been closed down and staff dismissed for the season on account of the damage. As yet, none of the frozen fruit has come on the Canadian market, but the prices of good oranges here have advanced in view of the future scarcity of good california navel stock.

The representative of a large California firm states he has been advised that the shipments of the company's two best brands will be considerably curtailed as the quality of the brand must be maintained. Nevertheless, he says the exact extent of the damage will not be determined for a couple of weeks yet.

Much damage has also been done to lemons. At same time, Italian lemons are higher. There is a possibility that the United States Government will lower the duty on foreign lemons from about $1.20 to half that and in such a case Italian shippers would be disposed to add on as much of this reduction as would seem advisable. In any event, lemons will remain firm.

The California frost has also affected celery. The Toronto market alone buys from 50 to 75 cars of California celery every year and as the frost has injured a great deal there is naturally a firmer tone. Florida celery will soon be arriving, however. It is estimated that annually the Toronto market brings in about 300 cars of United States celery.

MONTREAL.

GREEN FRUITS.—Apples are weaker with light demand due mainly to the high prices charged by the retailers which in some instances is twice the wholesale price. While there may be some justification for maintaining present high level from the retailers' standpoint, yet it is very apparent that with lower retail prices the increased turnover would tend to give the merchants more profit.

Almeria Grapes are scarce with a fair demand for this season of the year.

Apples, fall, No. 1	2 76	4 50
Apples, fall, No. 2	2 25	3 50
Bananas, crated	2 00	2 50
Cranberries	11 50	14 00
Grape fruit, Florida, case	3 50	4 00
Lemons	4 00	4 50
Oranges, California navels	3 00	3 50
Oranges, Valencias	3 75	5 00
Oranges, Mexican	3 25	3 50
Pineapples, Cubans, cases of 24	4 50	6 50
Almeira grapes	6 00	7 50

VEGETABLES.—Tomatoes are coming in from the Bahamas and are of good quality. Prices remain unchanged at $3.00 per crate repacked. The volume of business in potatoes is not very large as the dealers are pretty well stocked up and consequently the demand is somewhat limited. Green Mountains are quoted in car lots at 75 to 80c and Quebec grades at 65 to 70c per bag and in a jobbing way at $1.00 per bag.

There are very few vegetables on the market and nearly all the quotations are for foreign goods.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	....	5 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	....	2 75
Cucumbers, basket, per dozen	....	2 50
Peppers, green, basket	....	2 50
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 50
Potatoes, bag	1 00	1 05
Spinach, bbl.	....	2 75
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	....	0 35
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—Since the frost affected oranges in California, market here has firmed up considerably although no advance has taken place since week ago. Prices are now some 50 cents case higher than first of the year. After awhile there are likely to be some frost-bitten oranges on the market and dealers should be careful to make good selections leaving the others to the peddlers. Lemons are also firmer.

No. 1 Spy apples are rather scarce and are marked up 50 cents this week. There are, however, plenty of other varieties and trade is rather brisk.

Cranberries are held higher this week most dealers cutting out the $11 quotation. Grapefruit is also firming up while Florida strawberries are quoted higher than week ago.

Apples—		
Spies, per barrel	3 00	4 00
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bb..	2 50	3 00
Greenings, No. 2, per bbl.	....	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Grapes, Almeria, per bag	6 50	8 00
Hothouse grapes, per lb.	....	0 75
Grapefruit, sizes 54, 64 and 80, per case..	3 25	3 50
Kumquots, per quart	....	0 25
Lemons, Messina	3 25	3 50
Oranges, Florida, case	....	3 25
Navels, per case	3 25	3 75
Mexican oranges, per box	....	2 50
Pineapples, per case	....	4 00
Persimmons, per case	....	2 50
Pomegranates, per doz.	....	0 90
Strawberries, per small box	0 50	0 50
Tangerines, per strap, 2 boxes	4 00	5 50

VEGETABLES.—Some new carrots and beets from Louisiana are on market selling at 75 cents per dozen. They certainly look good enough to eat, too. Celery is higher because of frost damage, but there will soon be the Florida stock coming on.

Beets, per bag	0 65	0 75
Beets, imported, per doz.	....	0 75
Carrots, per bag	0 45	0 65
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)..	....	1 25
Celery, California, per crate	....	7 50
Cucumbers, Boston, hot house, doz.	....	2 75
Lettuce, doz. bunches	....	0 40
Lettuce, Boston heads, hamper	....	3 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Potatoes, Ontario, per bag	0 90	1 00
Potatoes, New Brunswick	1 00	1 10
Parsnips, per bag	....	0 75
Turnips, per bag	0 25	0 50
Tomatoes, hothouse, per lb.	....	0 30
Sweet potatoes, 60 lb. hamper	....	1 50
Cauliflower, per case	....	4 25

Mild Weather Hard on Fish Business

During Past Few Weeks Many Retail Dealers Have Not Been Pushing Sales— Some Lack Refrigeration Facilities— Lateness of Frozen Lakes in West Cut Down White Fish Supply—Halibut Still Scarce—Quoted at 10 Cents at Pacific Coast—Approach of Lent Will Boom Business.

The scarcity of halihut and white fish are among the features of the fish market. Halibut is quoted 10 cents at the coast in car lots and on Eastern markets a rise is easily within the hounds of possihility.

The lateness of the freezing over of Western lakes accounts for scarcity of white fish. There was little ice until January, while it usually forms in November. One estimate is that the average catch has heen cut in two on this account. This makes white fish quite firm.

Lent hegins with Ash Wednesday, Fehruary 5, and naturally fish and oyster husiness will pick up hefore that time. More retailers will be pushing these lines and a good six weeks' trade is anticipated.

Storms on the Atlantic coast have interfered with lobster fisheries and supplies are not plentiful.

MONTREAL.

FISH.—Trade in fish is active and orders are coming in quite lively. Prices have declined on some lines and small advances are quoted on others. Halihut is very scarce and supplies are rapidly being picked up and there is every indication of higher prices for this fish. Salt green cod is also scarce. The principal trade is in frozen fish as there are few fresh fish coming in. A few haddock and steak cod have heen received from local sources of supply while carp and mullets are coming in from United States. There are good supplies of herring and of the smoked fish. It is estimated that with favorable weather conditions there will be over 1,000,000 pounds of haddock sold within the next two months on the local market.

The bulk of the trade in oysters is over and the demand is quiet at present but will liven up with the advent of the Lenten season.

FRESH AND FROZEN.		
Flounders	....	0 05
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 14	0 15
Large herring, per 100	....	1 80
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 11
Herring, frozen, per 100 fish, medium	....	1 75
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B. C. red salmon	....	0 10
Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 10
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 13
Fancy weakfish	....	0 10
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.		7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle		6 00
Shredded cod, 2 doz., in box, per box		1 80
Boneless strip cod, 30-lb. box		0 10
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 75
New Labrador herring, per half bbl.		3 10
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 50
Lake trout, kegs		7 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06½
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Salt eels, per lb.	....	0 06½
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	7 00
SMOKED.		
Bloaters, box		1 10
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07	0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 13
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 22
Boneless smoked herring, 4 lb. boxes, per lb.		0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60

TORONTO.

FISH.—The recent wet weather put somewhat of a damper on fish sales here. Retailers without adequate cold storage facilities didn't purchase fish and having no stocks didn't sell them. With the colder weather on Tuesday business picked up somewhat. Among the hest selling lines are frozen herring, halihut, qualla salmon and smoked fish. Oysters, too, have heen moving out well.

FROZEN FISH.		
Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	0 10	0 10½
Sea herring, per 100	2 00	2 50
Lake Superior herring, per 100	....	3 50
Cod, per lb. straight	....	0 06
Haddock, per lb. straight	....	0 05
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	....	0 07
Pickerel, per lb. straight	....	0 09
Lake Erie herring, per lb. straight	....	0 06
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX, N.S.

FISH.—Some fine fresh halibut was offered for sale on local market during week. A disahled United States fishing vessel arrived and disposed of catch of halihut, ahout 500 pounds, to local dealers. The retail price was 20 cents per pound, and it found ready sale. This is the highest price paid for halibut here for many years.

ST. JOHN, N.B.

FISH.—Supply of fish in past week was well up to standard and dealers were pleased with the better results accruing. Despite the interference of the weather on some days there was a fairly good run on some lines, and sales were encouraging. With ice in the river freezing fairly solid a large numher of fishermen were rewarded with good catches of smelt and gaspereaux, which were quickly taken up hy local dealers even though the price was a little stiff. Smelt are also heing received in good quantities from the North Shore so that the market was well stocked.

Arrival of Lent Means Big Fish Sales

Season Opens February 6, and Retailers are Getting Ready—A Couple of Displays Used by Montreal Dealers—Scarcity of Halibut—How One Retailer Prepares a Fish to Take its Place—Supplies Received in Better Condition.

Montreal, Jan. 23.—(Special) — With the Lenten season looming up on the horizon, it is appropriate that fish be given a prominent place in all window and store displays. The high prices of fresh meats also add a great selling point, and will aid in making many sales.

The Stanford Market in Montreal recently had an attractive and tasty display of fish. In the centre of the display were placed bloater, mackerel and Spanish mackerel, which are a very showy fish and added a delicate touch to the display with the delicate black tracings running symmetrically over their scaly backs. Four of these mackerel were placed head to head at right angles. Around each fish were placed prawns and scollops which added color and variety to the display.

Fresh fish of all seasonable varieties filled in the balance of the display which was trimmed with touches of parsley and had a border of vegetables and fruits. Fillets were used on either side of the centre arrangement, in profusion.

Scarcity of Halibut.

Fresh halibut selling at 40c per pound wholesale is something to make any dealer sit up and take notice. This is the price quoted in some of high water price lists from New York. This is high water mark for Halibut and is the highest quotation in many years. There are few Halibut on the market and New York advises the supply would soon be exhausted. Even Grey Halibut, 300 lbs. each, are selling at 28c per lb. Frozen halibut is almost as scarce as the fresh in New York.

To relieve this shortage of halibut The Stanford Market, skinned and boned haddock and it takes the place very well. In fact, this market has a hard job in keeping up with the demand for this line and one day last week sold about 350 pounds of fish prepared in this way. The writer saw some of this fish and it certainly was very tempting, and it is well worth the dealer's while to prepare haddocks in this way.

New Equipment Produces Better Grades

Some Montreal fish companies have commenced operations this year with better equipment and the result is a very decided improvement in the quality of their goods over those in the past. Instead of depending upon the old sailing trawlers, these concerns use steam trawlers and are thus able to land their catches every other day and still do more fishing than in the old way. The sailing trawlers had to depend on the wind and as a rule only landed their catches once or twice a week. Thus the dealers get their supplies in less time and the fish are in a better state of preservation than formerly. The Government is assisting the fish companies by paying one-third of the express charges from Halifax and other fishing centres to the point of consignment. This expedites the transportation of fish and eventually this will be extended to Ontario consignments. This is a big step forward and the Government is to be commended for its progressiveness in thus assisting this important industry.

Smoked haddies and bloaters are much improved. This is the result of the installation of up-to-date machinery which reduces the cost of preparing the fish and also saving time in curing the fish. The quality of the product is said to be the finest seen in years which is a good indication that the fish will sell well. The Montreal market is well supplied just now.

The fresh shad are due this week, which is most unusual as they do not appear as a rule before March. The prices are quite high, New York quotes $2.50 each, F.O.B. in New York.

Other fresh fish coming in are haddock and cod.

Goodwins, Limited, a large department store here, are using a novel display in the form of suspending over the counter a large sword fish which has been loaned them by one of the fish companies. This display is sure to attract considerable attention. Many people have never seen a sword fish and are attracted to the counter by this unique fish.

Methods for Speeding-Up Oyster Sales

Good Use Made of Show Cards on the Inside of the Door and in the Windows—How Sanitary Containers Assist in Selling —As Many Sales as possible Should be Made Ahead of Receipts.

Oysters, like all other perishable goods must be distributed with the least possible loss of time, if the dealer is to realize the greatest margin of profit on these lines. The waste from spoilt goods is often sufficient to make the profit on the sales a minus quantity but when the product is handled in an efficient up-to-the--minute way this loss is turned into profit.

The oyster companies have assisted the dealer very materially in the matter of receptacles and packages and some of the cases in which the oysters are received are really "silent salesmen" The oyster companies have also widely advertized the sanitary way in which their product is handled till the public has come to have confidence in the cleanly way in which these delicious eatables are distributed.

The wise merchant looses no time in selling his stock of oysters and by intelligent handling he is able to stimulate the demand and quickly turn over his stock.

The dealer who gets his oysters in the enamel container usually places it at the store entrance where every customer will see it when entering the store, A Montreal merchant places attractive signs on his front door and windows stating that he would have a shipment of fresh oysters on a certain day.When they arrived he placed other signs stating that the oysters had arrived and that they where fine specimens. Attractive cards were placed at vantage points in the store reminding the customer again and again that fresh oysters had been received that day. And then to cap it all he placed on the inside window of the store door a sign worded like this:-

"DID YOU FORGET THOSE OYSTERS?
"MY BUT THEY ARE FINE FAT FELLOWS.
"REALLY NOW—DOESN'T YOUR MOUTH WATER FOR SOME.

Who with a liking for oysters could resist the insisent call when presented in this manner. That sign on the inside door made many a sale that was otherwise lost because it was an appeal from a different angle and the very novelty of it carried the day.

Ke p the price cards in plain sight for people who otherwise would go home without buying if they had to ask the price.

In handling these perishable goods it is wise to get as many orders in advance as possible, and by specialising and concentrating on them immediately upon arrival any dealer can speed up the sales 50%.

Produce & Provisions

Eggs and Butter Still on Weak Side

Mild Weather Increasing Receipts of New Laid Eggs—United States Supplying Much of the Western Trade—Butter Stocks Seem Adequate With New Make In Large Volume—Firmer Situation in Hog Market—Cheese Somewhat Easy —Poultry and Honey Quiet.

Hogs are a little on the firm side yet with deliveries none too brisk. The tone of the provision market is better than a week ago, with steadiness underlying conditions. In Montreal lard has taken a slight decline, probably in sympathy with lowness of butter for cooking, but greater strength in the future is probable.

The butter situation is still an interesting one. There is no scarcity in Montreal and Toronto, owing to the demand from the west. Only a few samples of New Zealand stock have reached Eastern Canadian markets, but this butter has become a big factor in the West, so much so that eastern stock is not in such demand there. "There is lots of butter," was the statement of one wholesale man this week, but others were inclined to believe that there wouldn't be much storage stock on hand after first week in February. At any rate butter market can scarcely go higher in immediate future.

As with butter there are also controversial statements regarding eggs. Supplies, of course, depend to large extent on the weather and winter, so far, has been conducive to good quantities of new laid eggs arriving. And they are arriving, too. Receipts have lowered prices and made less firm the storage stocks. One man gave as his opinion that many wholesalers who had paid too high prices to producers last year for storage stock were now trying to get their own out of them and were having difficulty. The fact that western buyers have been purchasing on Chicago market has also tended to reduce prices in the east. They bought there because Chicago prices were lower.

The Grocer was shown a letter from a London, Ont., firm offering a wholesale merchant 100 cases of what the shipper claimed to be good storage eggs at 20 cents, cases free. The same dealer states he has received many communications of this character, indicating that out through the country eggs were not scarce. Should, however, real permanent cold weather set in, receipts of new laids would be curtailed and the market would take on firmer feeling.

MONTREAL.

PROVISIONS.—There is a better tone to the market this week than last and a few more hogs are coming in. Last week the receipts were light, and one firm reports that their factory was only running half capacity, but with larger receipts this week the outlook is much brighter. Other factories state that they have been getting all the hogs they needed. Live hogs are bringing $8.75 to $8.90, according to quality and dressed hogs are selling at $13 to $13.25, which is an advance over last week.

Lard is easier, but with the Chicago market advancing 2c. local prices should firm up correspondingly. Smoked meats are selling freely for the Easter trade. All other provisions remain firm and the market active.

The fire of last week in the West did not turn out to be as destructive as first reported, and only about ten carloads of provisions were shipped from here to supply the shortage caused by the fire.

The demand for hams seems to be somewhat limited as the buyers appear to have sufficient stocks.

Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 13½
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 10
Breakfast bacon, English, boneless, per lb.	0 18½
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 15½
Picnic hams, 6 to 12 lbs.	0 13½
Wiltshire bacon (50 lb. sides)	0 17½
Cottage rolls, small, about 4 lbs.	0 16½
Boiled ham, small, skinned, boneless	0 24
Hogs, live, per cwt.	8 75 8 90
Hogs, dressed, per cwt.	13 00 13 25
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 14½
Cases, tins, each 10 lbs., per lb.	0 15
Cases, tins, each 5 lbs., per lb.	0 15¼
Cases, tins, each 3 lbs., per lb.	0 15¼
Pails, wood, 20 lbs. net, per lb.	0 14¾
Tubs, 50 lbs. net, per lb.	0 14⅝
Tierces, 375 lbs., per lb.	0 14¼
One pound bricks	0 15½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 09⅞
Tierces, 375 lbs., per lb.	0 09½
One pound bricks, 60 lbs. to case	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 50
Canada short cut back pork, bbl., 45-55 pieces.	28 00
Heavy short cut clear pork, bbl.	None offered
Clear fat backs	28 50
Heavy flank pork, bbl.	28 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 15½
Plate beef, barrel	None offered
Cooked Meats—	
Jellied tongue, 10 lb. open tins, per lb.	0 28
Headcheese, per lb.	0 10
English brawn, per lb.	0 12½
Jellied hock, 6 lb. tins, per tin	0 75
Cooked picked pigs feet (in vinegar), kits 25 lb., per lb.	0 07

BUTTER.—Current receipts of butter have decreased and as quality is not up to usual standard, the produce merchants are falling back on their September stocks which are claimed to be better quality than current receipts. Creamery blocks are quoted two cents less than the last week and there are plentiful stocks in the warehouse.

Creamery blocks	....	0 30½
Dairy tubs, lb.	0 26	0 28

EGGS.—More fresh laid eggs are coming in and there is a decline of several cents in the egg prices for the week. The total receipts of eggs for last week were 1,831 cases as compared with 2,804 for the week before. There is an unsettled feeling in the market which is due to weather conditions. The mild weather of last week weakened the market considerably, but it is the general opinion that prices will strengthen somewhat.

New laid eggs, per doz.	0 35	0 40
Selects	0 27	0 28
No. 1's	....	0 25

CHEESE.—Trade in cheese is fair but prices are none too firm. The demand is weak and there has been a decline of ½ to 1c. on some lines. The foreign cheese is selling about as usual. Little business is passing this week, but with the coming of Lent the trade will pick up.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

TORONTO.

PROVISIONS.—During past week there has been a fairly good demand for smoked meats, nothing of course, out of the ordinary. Delivery of hogs is generally on the light side, and live hogs are somewhat firmer than two or three weeks ago. Naturally, as Lent comes on, there should be less call for smoked meats, but provision men state the decrease in demand is scarcely appreciable. Lard is likely to firm a little.

Smoked Meats—		
Light hams, per lb.	0 16½	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13½	0 13¾
Lard, tubs, per lb.	0 13½	0 14
Lard, pails, per lb.	0 14	0 14½
Lard, compounds, per lb., tierces	0 08¾	0 09¼
Live hogs, local	....	8 50
Live hogs, at country points	8 15	8 25
Dressed hogs	....	13 00

BUTTER.—Receipts of winter dairy butter are quite heavy and produce men have cut off a cent or more a pound since week ago. The same does not apply to creamery which has remained steady. With some wholesale men, there is no doubt, storage stocks are fairly large, but others expect to have surplus sold off pretty well by first week in February. That the demand will be fairly well supplied, there is no question.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 28
Dairy prints, choice	0 25	0 26
Dairy solids	0 23	0 25

EGGS.—According to some members of the trade, the egg situation is not promising for many wholesale men. With receipts of new laid increasing in view of mild winter so far, consumption of these has tended to lessen demand for storage and as substantial prices were paid last spring for eggs for storage, some are finding it a little difficult to get out at a profit. During past week local wholesalers have lowered prices. New laids are quoted from 5 to 7 cents less than week ago, and in some cases storage are down. The reason is hens have been laying during mild weather. One wholesale man who has 27 hens of his own got 11 eggs the other day and during the entire winter he has not been without one or two a day. This is an indication of why prices have receded.

Eggs—		
Strictly new laid, per doz.	0 30	0 33
Storage, per doz.	0 24	0 27
Pickled, per doz.	0 22	0 26

CHEESE.—There is little change in cheese market with prices on the weak side.

	New.	Old.
Cheese—		
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 18

Review of the 1912 Provision Situation

Considerable Information on this Subject in Address of Montreal Produce Merchants' President—Why Cheese Prices Eased off—Passing of the Butter Exports—United States Eggs Going Into Western Canada—Canadian Produce Men Have Bought In 150 Cars of Eggs This Season and Paid Duty of $60,000.

Montreal, Jan. 23.—(Special.)—The events of the past year in the produce trade were reviewed by John A. Gunn, president of Gunn's Limited, Toronto, Ont., and Gunn, Langlois & Co., Ltd., Montreal, Que., at the annual meeting of the Montreal Produce Merchants' Association, of which he has been president for past two years.

The season of 1911 recorded the highest prices until then paid to the farmer for his produce, but the past year has established new records for high prices and, while proving the most remunerative in the history of the produce trade as far as the producer is concerned, it has been an unsatisfactory one from the exporter's standpoint. Many conditions existed which when summed up and the results combined constituted a situation that turned out poorly for the exporters.

The Year in Cheese.

While the high prices paid for Canadian cheese were justified at the opening of the season on account of extreme scarcity, Canadian as well as British operators seemed to lose sight of the fact that the extremely high prices would curtail consumption, and further, that it could hardly be expected that the same conditions which prevailed last year would occur again this season. In 1911 dry weather in England greatly curtailed make of English cheese, while weather was favorable throughout the whole season of 1912, result being that the quantity of English made cheese was the highest on record and the price reasonable when compared with price being paid for the Canadian product. As the season advanced, the demand for Canadian cheese fell off, and Canadian operators have since found the trade dragging and unprofitable.

In sympathy with the high prices which prevailed for cheese and butter at the opening of the 1912 season, cheese sold in May at an average price of 13½c. per pound, as against 11c. in 1911, making a difference of nearly 2½c. per pound, while butter averaged 26c. in May, 1912, as against 23c. in 1911, being nearly 3c. per pound higher.

Nineteen hundred and twelve, in Mr. Gunn's estimation, will go down in history as season which saw the passing of the export butter trade. There were only 70 packages exported and these went to South Africa, as against 134,000 packages in 1911.

The value of cheese and butter exported in 1911 was estimated at $23,299,395, as against $17,312,844 for 1912, showing a reduction in exports of $5,895,551, even though prices were higher. While our export trade amounted to practically nothing, our trade with the Canadian Northwest and British Columbia showed a substantial increase representing a total of nearly 175,000 packages.

It is interesting to note that the increased consumption of milk and cream has caused a decrease in the receipts of butter at the Montreal market during the year of 33,000 packages.

Source of Western Egg Supply.

While there has been increased interest shown by farmers and producers in quantity and quality of poultry kept on the farm, as shown by increased production of eggs during past year, still the quantity falls away short of the Canadian demand. During 1911, a large proportion of the eggs stored in Eastern Canada were shipped to the Northwest and British Columbia, while during the past season this trade has been practically lost to the Canadian producer, the United States farmer capturing the business in spite of the duty of 3c. per dozen; yet the 1912 season just closed with only enough eggs in Eastern Canada to supply the current demand until about February 1.

Imports from United States.

It is estimated that Canadian dealers have imported into Canada one hundred and fifty cars of eggs this season, representing nearly 2,000,000 dozen, upon which a duty of $60,000,000 was paid. "Why should this be?" asked Mr. Gunn. "Is the farmer awake to the possibilities? This matter is becoming of such import that the Department of Agriculture at Ottawa is looking into the matter and has already prepared a bulletin 16 entitled "The Care of Market Eggs" in an attempt to educate the dealers and producers throughout the country on advanced methods of eliminating the annual loss from 'bad eggs.'"

Statistics are now being obtained to show the loss which dealers sustained

Mr. Gunn's tenure of office concluded with this meeting.

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO **MONTREAL** **WINNIPEG**

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, b'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream. in ½-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate. 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorbam & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags. 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

PURE LARD is a staple where a little waste wipes out a profit not very great at the best. Why not try the best lard substitute ever known—

EASIFIRST SHORTENING

made from the choicest vegetable fats, pure white in color with no waste, taste or smell. Thousands have been convinced that Easifirst is easy first in quality and lowest in price. Made under government inspection.

GUNNS Limited

Packers and Refiners

TORONTO

OLD CHEESE

We have a few, only a very few, old cheese left from stock of 1911. These are in prime condition and for value worth double the price of new cheese. If you want some of them, let us hear from you promptly.

We have also a few prime English Stiltons in fine condition.

F. W. FEARMAN CO.

LIMITED

Curers of "Star Brand"
Hams and Bacon

HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE."

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats. 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1. tins. ½ kilo, 100 tins	10 50
Moyens No. 2, tins. ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemon ade, St. Nicholas, 50 qts.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs., 3-lb. bars, lb.	0 09
Case 25 lbs, 11-lb. bars, lb	0 08
Case 50 lbs. ¾-lb. bars, cs	3 75

"La Lune," 65 p.c. olive oil.

Case 12 lbs, 2½-lb. bars, lb	0 08½
Case 50 lbs, ¾-lb. bars, case	3 35

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett—	
Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

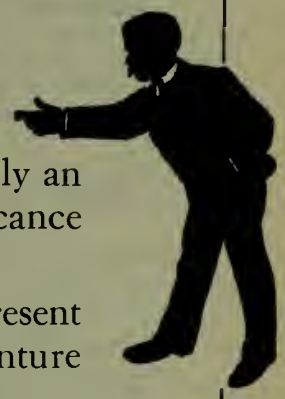
Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Mr. Manufacturer, Mr. Shipper:

Do you want a Successful Western Market?



We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

WRITE TO-DAY

NICHOLSON & BAIN

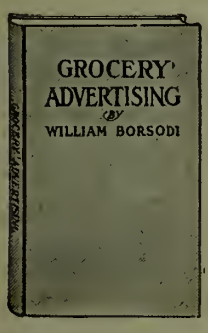
Wholesale Commission Agents and Brokers

Head Office - - - WINNIPEG, Man.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT

MacLean Pub. Co., 143-149 University Ave., Toronto

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Lanndry—	
Boxes about 40 lbs....	.05½
Acme Gloss Starch—	
1-lh. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case...	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's.)	.07½

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean congh syrup, 36 6-òz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lh. tins, 2 doz. in case... 2 40
5-lb. tins, 1 doz. in case... 2 75
10-lb. tins, ½ doz. in case. 2 65
20-lb. tins, ¼ doz. in case. 2 60
Barrels, 700 lbs. 3¼
Half barrels, 350 ..... 3½
Quarter barrels, 175 ..... 3¾
Pails, 38½ 1 75
Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case.. 2 75
5-lh. tins, 1 doz. in case... 3 10
10-lb. tins, ½ doz. in case. 3 00
20-lb. tins, ¼ doz. in case. 2 95
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case.... 3 50
5-lb. tins, 1 doz. in case.... 4 00
10-lb. tins, ½ doz. in case.. 3 95
20-lb. tins, ¼ doz. in case.. 3 90
(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No disconnt for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case 2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case 2 60
Manitoba, per case 3 00
Saskatchewan, per case ... 3 20
Alberta, per case 3 30
British Columbia, per case. 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case $2 25
Medinm, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case $2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross $2 40
2a size, gross 2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ... 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	38
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	54
Rosebnd Bars, 6s	54
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cnt, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at ..	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at....	.42	.60
Gold Label, retail at....	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currsnt, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Ripe, Sweet, Juicy California Navel and Florida

ORANGES

We are well supplied with finest Navel Oranges secured before the freeze in California.

Marmalade Oranges Ripe Pineapples
All the Early and Hothouse Vegetables
The best in everything

White & Co., Ltd.
TORONTO
Branch at Hamilton

LEMONS

The market is advancing and we advise buying now. They will keep and make you good money. This is especially so of

Buster Brown Brand

Let us put some aside for you to go forward as wanted.

ORANGES, BANANAS, GRAPES, GRAPEFRUIT, PINEAPPLES, CRANBERRIES
ONIONS (Spanish and Domestic)
Figs, Dates, Oysters and Smoked Fish.

THE HOUSE OF QUALITY.

HUGH WALKER & SON
GUELPH and NORTH BAY
Established 1861

EVERY GROCER KNOWS THAT THE FASTER HIS STOCK MOVES THE MORE MONEY HE MAKES—

That well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

are always well advertised.

Millions of people already know their goodness; others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

H. J. Heinz Company

BAINES' PATENTED SHELF BRACKETS

This improved system has many and great advantages over old methods of displaying goods. The brackets occupy no space needed for goods; are easily put up, taken down, adjusted to fit a given space or carry a different class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

THE PIQUA BRACKET CO.
SOLE MANUFACTURERS. PIQUA, OHIO

? ARE YOU GETTING QUINQUINOL PROFITS ?

QUINQUINOL for Horses, Cattle, Sheep, Hogs, Dogs, Poultry, etc., etc., offering you a good opportunity to build up a strong "Stock Food" business with your country patrons. We can show you copies of hundreds of orders received from grocers for **Quinquinol**, surely a guarantee of its great qualities.

Recommended by the Minister of Agriculture.

$4.00 per doz. gallon tins. Retails at $6.00. 50 per cent. profit.

NO LOSS FROM VERMIN OR MOISTURE

Packed in tins, attractively got up, making a nice display for shelves. It will attract customers. You are at liberty to "money back" the goods. We will make it right. But you will have no cause.

One dealer in each town wanted. Advertising matter provided. Exclusive territory. Your sales safeguarded.

QUINQUINOL STOCK FOOD CO.

69 ST. TIMOTHEE ST., MONTREAL

Large Shipments of Soclean Are Continually Going Out

Soclean is increasing in popularity daily—hundreds of dealers are raking in the profits, and thousands of housewives are appreciating the disinfecting, dust-laying and labor-saving qualities of Soclean (the original sweeping compound).

Are you getting your share of the profits?

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg Agents for Montreal; HEDLEY M. SUCKLING & CO. Agents for Ottawa: R R. BARNARD & CO.

EGG
Cases and Fillers

Buggy Egg Carriers

Humpty Dumpty Egg Case

Car Lots or Dozens

???? Ask us about these Goods

Walter Woods & Co.

HAMILTON - WINNIPEG

Our Premium Store No. 336 ST. PAUL ST., MONTREAL, CANADA

Helps to Sell "Babbitt's" The Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.

NEW YORK

CHINESE STARCH

THE STARCH
For the Household

¶ It has stood the severest tests in hundreds of households.

¶ Always gives satisfaction.

¶ The quality is unsurpassable. Customers are satisfied with no other after they once use Chinese Starch.

¶ Each package contains full 16 oz.

¶ Pays good profit to the dealer.

O. Lefebvre, Prop.

OCEAN MILLS

Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

JAM

that sells, gives all round satisfaction; Jam that tickles the palates of your customers and makes them come back for more is

KING (Compound) BRAND

Let us hear from you. We can supply all varieties at unusually attractive figures. They are excellent goods. Ask for Samples.

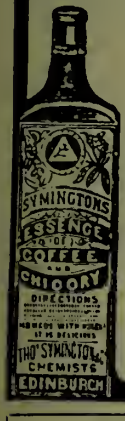
Labrecque & Pellerin, Montreal

AGENTS:

J. J. Gilmor & Co., Winnipeg

The Harry Horne Co., Toronto **J. Hunter White, St. John, N.B.**

SYMINGTON'S COFFEE ESSENCE



will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co , Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., **Wholesalers** **HAMILTON, ONT.**

WORLD RENOWNED
BRAND STUHR.

STUHR'S
GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

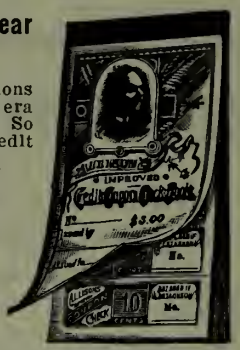
One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Read any Advertisement of
MAPLEINE
And you'll see why you can safely recommend it.
Order of your jobber, or
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey, 283 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE. - WASH.

NATION'S CUSTARD POWDER
The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.
Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co., Winnipeg, Man.
McKelvie, Cardell, Ltd., Calgary, Alta.
Distributors, Ltd. Edmonton, Alta.
Samples free by post.

Prosperous Year Predicted
All indications point to a grand era of prosperity. So don't let the credit customer get too far ahead of you. If he pays up well you share in the general prosperity.



ALLISON Coupon Books
will persuade him to pay up, and without offense.

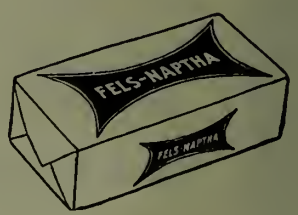
HOW THEY WORK
A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the hook, which you tear out and keep. Charge him with ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass hooks, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized evrywhere as the hest.
For sale by the Jobbing Trade Everywhere.
Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

When writing advertisers kindly mention having seen the advertisement in this paper

Becoming the Housekeeper's

choice was the logical consequence of Fels-Naptha doing just what its makers claimed: saving work minus boiling and hot water; plus ease, comfort and rapidity.

The wrapper's directions should be attended.



Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

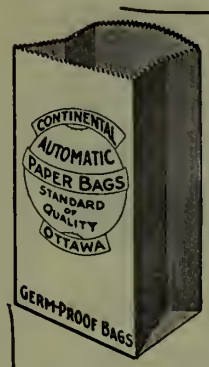
Nothing will else do

They get the habit early in life, and it lasts—as youngsters they are told to get

WINDSOR TABLE SALT

and they get it. Any other salt is refused—then, and when they are "grown ups." Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR :-: ONTARIO



The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service.

We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S.

Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA

JUBILEE

and

KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.
Ask for latest price list.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO
CANADA

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.50
Princess Condensed Milk, 4 dozen in case	$4.20
Banner Condensed Milk, 4 dozen in case	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George **Ontario**

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

The Hall-Mark of Sardine Superiority

By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following Jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; E. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN, U.L., U.S.A.

Feed Your Bookkeeping Worries to

The ULLMAN Account Register

The machine with brains.

It will save money for you because it will keep your collections up and your bad accounts down. It will do away with forgotten charges and will cut out concessions to customers over disputed accounts.
The Ullman Register is a perfect watchdog against leaks and losses. It is small in size, great in capacity, compact and quick. It will collect your old accounts and still retain the friendship of your customers. With every Register is furnished a fireproof safe, giving protection in case of fire. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

BRUNSWICK BRAND FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

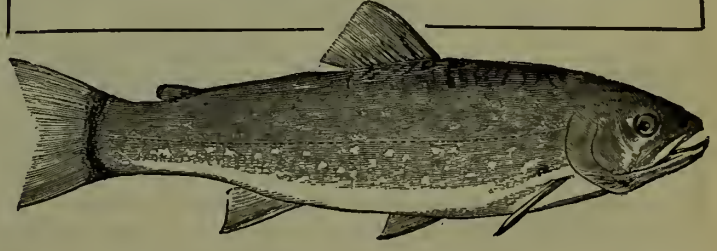
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros'. Brands you sell goods that are trade winners.

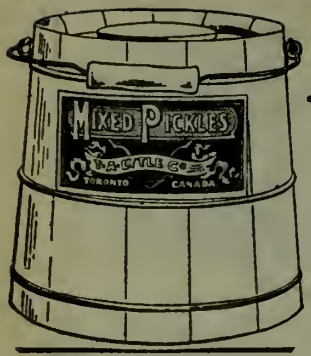
Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.





THE

PICKLE

With the Flavor

There is something delightfully different about

STERLING BRAND Mixed Pickles

that never fails to appeal to the public taste. The reason for which is not far to seek. We buy only the choicest condiments and vegetables, and the pickling process from beginning to end is one long chain of care, skill and up-to-date sanitary methods.

"Sterling Brand" products will influence business to your store.
Get our prices.

THE

T. A. Lytle Co.
LIMITED
Sterling Road, Toronto, Can.

The most piquant of appetizers

Paterson's Worcestershire Sauce

needs no recommendation to the grocer who handles the best. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for profitableness and quick selling.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada **Buffalo, U.S.A.**

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

SITUATION VACANT

GROCERY SALESMAN—THOROUGHLY EXperienced, capable taking charge if necessary. Send references, full particulars with application. W. E. Baker, Lindsay, Ont.

WANTED FOR LARGE RETAIL BUSIness, first-class experienced grocer. Must have thorough knowledge of good class of trade, and ability to take charge where large number of clerks are employed. Man with special knowledge of coffees preferred, but must have general knowledge of groceries and have executive ability. First class references required. Salary will be satisfactory to right man. Apply Box 456, Canadian Grocer, Toronto.

MISCELLANEOUS

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

MISCELLANEOUS

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices $3, $6, $10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, allignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited. Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE,

MacLean Publishing Co.

143-149 University Ave., Toronto

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF,
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

We have the only FIREPROOF WAREHOUSE in WESTERN ONTARIO, and solicit your business for Storage and as Forwarding Agents.
THE FIREPROOF WAREHOUSING CO., LTD., London, Can.

FLY CATCHERS
SEASON 1913
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One powder will relieve and a few powders will cure you.
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18 Powders for 25 cents
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Proprietors
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MONTREAL
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THE EDITOR, The Canadian Grocer

143-149 University Ave. TORONTO

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32 Prize Medals **21 Royal Appointments**

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GOLD MEDALS

AND FIRST CLASS
DIPLOMAS

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THIS IS THE 1,312th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JANUARY 31, 1913 No. 5

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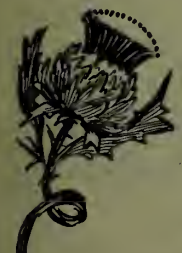

Arthur P. Tippet & Co.

Agents

Montreal **Toronto**

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Red Rose Tea

"is good tea."

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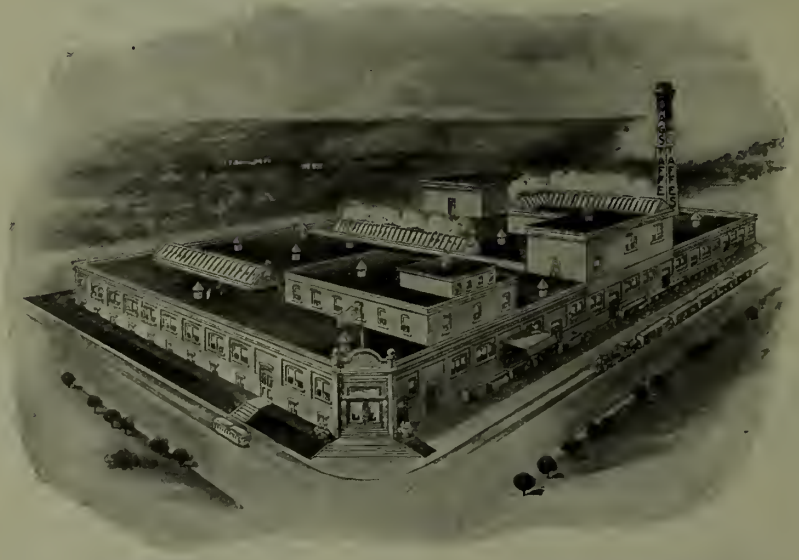
PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.



PACKED IN GOLD LINED PAILS AND GLASS.

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MONTREAL

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(WITH MILK AND SUGAR)

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ADVERTISING

We are doing lots of it—in Street Cars, Newspapers, Magazines, etc., etc.

Hitch our campaign to yours by mentioning in your advertising the fact that you keep E. D. S. Jams, Jellies, Catsup, Pork and Beans, Grape Juice, etc.

E.D.S. Jams and Jellies are government inspected and test 100 per cent PURE.

Made Only By

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal: MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

"KIT"

COFFEE

After snow-shoeing, skating, tobogganing, and all winter sports, no beverage is so good as coffee. To make coffee quickly and to perfection there is nothing so good as

"KIT"

KIT COFFEE CO. **GOVAN, GLASGOW**

ALEX TYTLER, Temple Building, London, Ont.
W. H. Lyne Usher, 270 South St., Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. **TORONTO**

—SYMINGTON'S SOUPS—

"Time is money"—take time to mail the coupon below—and you will make money by it—there is lots of money in Symington's Soups for YOU—let us send our Special Profit Plan.

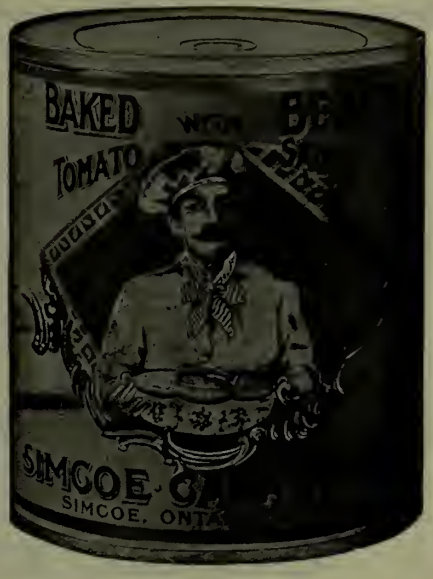
(MAIL THIS COUPON TO-DAY)

Frederick E. Robson & Co. (Agents for W. Symington & Co., Ltd. Market Harboro. Eng.)
25 Front St. E. Toronto.

Please send sample of Symington's Soup and your special profit plan (free.)

NAME .....

ADDRESS.....



By Selling Simcoe Baked Beans

(With Pork)

Ready to Serve
Hot or Cold
The Big Seller
The Big Profit
Maker

In All Sizes
And Plain or
With Sauce
The Family Meal
and No Waste

PACKED UNDER SANITARY CONDITIONS.

EVERY CAN GUARANTEED

BY THE

DOMINION CANNERS LIMITED

Hamilton .:. .:. .:. Canada

RUSH

in your Fish Orders for

LENT

Lent starts next week and you will be a loser if your supply will not meet the demand for fish that is sure to follow. Get your orders in at once and you will reap a good harvest of fish profits during this Lenten season.

CANADA BRAND PURE BONELESS COD

An extra fine seller. The consumer soon realizes it nutritive value—no disappointments.

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets
Canada Crate .....12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes

HADDIES
KIPPERS
BLOATERS
} OCEAN BRAND
FILLETS (BOUTILIER)

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES, LIMITED - - MONTREAL

ASK FOR

DAPHNE

BRAND

SEEDED RAISINS

Your Customers like them

PACKED BY
GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS
ROSE & LAFLAMME, Limited
MONTREAL & TORONTO

MAPLE SEASON

Now is the time to stock up on maple goods. The insistent demand for high class goods means a big sale for the

RAMSAY MAPLE SPECIALTIES

Maple Cream Butter

In 1-lb. and ½-lb. Tins

We have used this for years in chocolate centres and in our biscuit dept. Are now putting it up in tins so that your customers may have it for icing purposes and preparing those sandwiches which the children love.

Maple Cream Pudding

A new maple specialty. Just the thing for the reception or party. Either chocolate coated or maple coated, studded with nuts.

Ask our travellers or write direct.

RAMSAYS, LIMITED
MONTREAL

A WORD WITH YOU MR. GROCER

You have undoubtedly noticed the enormous increase during the last few years in the consumption of canned Pork & Beans, and without being particularly observant you will have perceived that

Clark's Pork and Beans

ARE EASILY THE LEADERS

Have you ever asked the "why."

Let us tell you.

CLARK'S produce only THE BEST.

CLARK'S assist your sales by ADVERTISING.

CLARK'S give your customer VALUE at

REASONABLE COST

CLARK'S MARGIN FOR YOU IS RIGHT

W. CLARK, - MONTREAL

Prime Beef

in its most concentrated form

Bovril is famous the world over for the quality that is all its own .:. .:.

In every corner of the Globe Bovril is known, and it is popular with every class.

Bovril has been widely and persistently advertised, and this has had much to do with its success, but this advertising, without warrantable goods, could not have placed it in the position it now occupies.

With Australian and Argentine estates to the extent of Over Nine and a half Million acres devoted entirely to the breeding and raising of thoroughbred cattle to be used for the manufacture of Bovril, we are in a position to guarantee quality and ensure full supplies.

Your customers will find the 8 and 16 oz. bottles much cheaper than the smaller size. Recommend this economy to them and make more profit yourself.

BOVRIL LIMITED

27 St. Peter Street MONTREAL

The Sauce with the taste all its own

Customers who use a relish or sauce with their meats, fish, fowl, etc., you will find very particular in that respect. Nothing can hold them closer as customers than BRAND'S A1 SAUCE.

This sauce will appeal to your particular trade.

Brand's A1 Sauce is made from an Old English recipe, and is relished by Royalty as well as the best people in the land. Its particular flavor lends zest to the appetite by reason of the piquant flavor it gives.

Brand's A1 Sauce and Invalid Specialties were granted highest possible award, "The Grand Prix," at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

Secure a stock now, the profit is good.

BRAND & CO., LIMITED

Purveyors to H.M. the Late King Edward VII.

MAYFAIR - - - LONDON, ENG.

[NEWTON A. HILL, 25 Front Street East, TORONTO
A. HUBBARD, 27 Common Street, MONTREAL
McLEOD & CLARKSON, VANCOUVER

No waste— no breakage in

OXO CUBES

OXO CUBES are **concentrated profits** to the grocer, as well as concentrated nourishment to the consumer.

There's no loss by breakage, because OXO CUBES are packed in tins, each cube being enclosed in its own cardboard carton.

These tins are compact, attractive in appearance, show up well on the shelves, easy to stock and display.

And OXO CUBES are easy to sell.

We are constantly advertising the many uses of OXO CUBES.

Just now, snowshoers, skaters and sleighing parties are demanding OXO CUBES for "hot drinks," and grocers are selling OXO CUBES at a pretty lively rate. How's your stock? Have you plenty of all sizes?

CORNEILLE DAVID & COMPANY

TORONTO **WINNIPEG**
MONTREAL **ST. JOHN, N.B.**

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
WALKER PATENTED BINS
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

The

Condensed Ad.

page

will interest you

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

"SHELL" BRAND
Castile Soap
("LA COQUILLE")

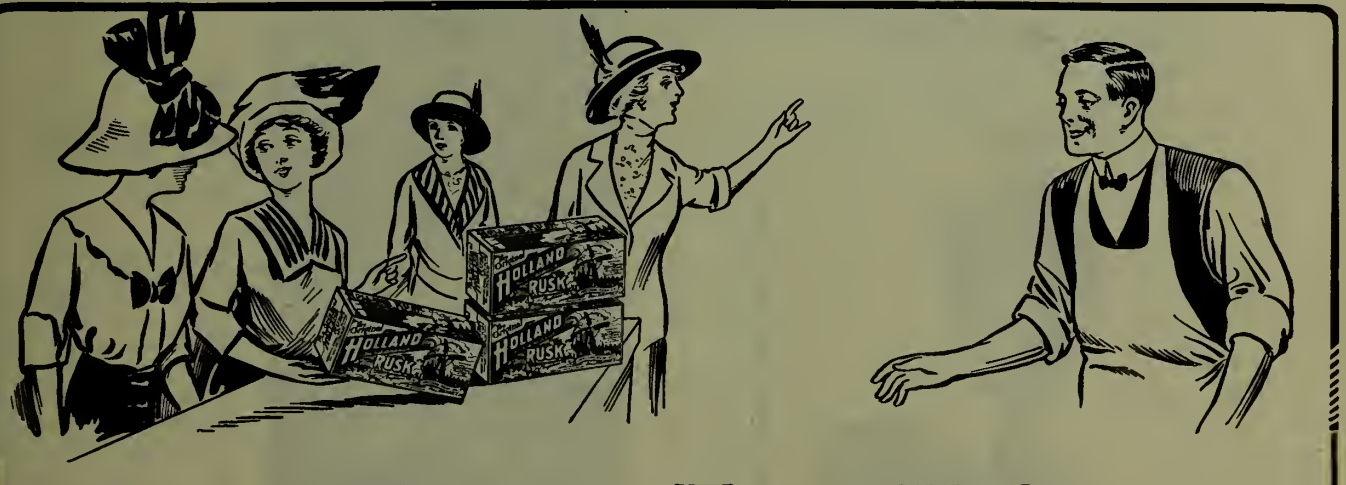
The Standard of Purity
A Pure Oil Soap

Has the largest sale of any Castile Soap in the Dominion.

For sale by all wholesale houses.

THIS SOAP IS ESPECIALLY MANUFACTURED BY
Messrs. COURET, FRERES, MARSEILLES, FRANCE
For Messrs. ESTRINE & CO.

P. L. MASON & CO., Toronto, General Agents



"Put It Where They'll See It"

and HOLLAND RUSK will sell itself. Women know that HOLLAND RUSK is delicious with jelly marmalade, poached egg, hot milk, cheese, berries, fresh or canned fruits, roast oysters—they know a hundred ways to eat it. They'll be glad to find it on your counter. Our advertising has made it so well known that it sells on sight. Once you start your customers using it you are sure of a steady, lively sale, because of the many ways it can be eaten. It's an all-year-round seller that's always turning into profit for the grocer.

HOLLAND RUSK CO.
HOLLAND, MICHIGAN

Valuable premium coupons in every package increase sales. Send for list of gifts.

White Swan

Quality is Guaranteed

The manufacturers will accept responsibility for your unqualified guaranty of quality and purity.

Coffee
Spices

Baking Powder
Yeast Cakes
Lye

White Swan Spices & Cereals
Limited
TORONTO

John Gray & Co., Ltd.

Glasgow **Scotland**

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we **are going** to do, but on what we **have done.**

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:
Mason & Hickey, Winnipeg

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S SHORTCAKE

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

Palate Pleasing Marmalade

Cairns' delicious Scotch Orange marmalades will please the palates of your customers and please you by swelling your purse with profits therefrom.

Cairns' Fruit Products are sure sellers. Get a stock now.

APPRECIATED BY ROYALTY

We have supplied the tables of their late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons

Paisley, Scotland

Canadian Agents:

Snowdon & Ebbitt
Montreal

THE BEST IN PASTES

That's a fact. There is nothing purer, nothing which will give such complete satisfaction as

"Hirondelle Brand"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noddles, Etc.

Made in the sunniest factory in Canada under expert management. Do not hesitate about giving preference to this brand. It's just as good as any imported.

The C. H. Catelli Company

LIMITED

Montreal, Canada

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable Henry Troemmer Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc. Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

What old Jones said to young Brown.

MY boy, always shake hands with opportunity. Get a tight grip when it offers a prospect of tying up profitable custom for you with the cord of satisfaction. Mark my words—and I know what I say—there's just a such prospect for you in the Stove Polish trade if you handle

GIPSY STOVE GLOSS

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

Good Biz!

It is always good business to sell a good article, and to sell 'Camp' is the best of business. It pays you, it pleases the public, and there is nothing like 'Camp' to turn a chance purchaser into a regular customer.

Makers: R. Paterson & Sons, Ltd., Coffee Specialists, Glasgow.

"CAMP" COFFEE

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.

FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.

FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

Tartan BRAND

THE SIGN OF PURITY

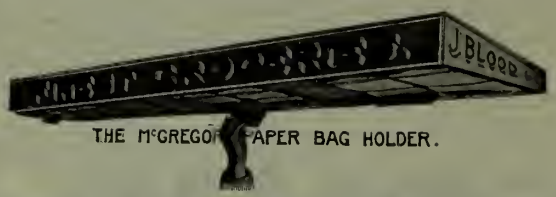
TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.
Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**



THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN . . N. B.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - $3,000,000.00

Losses Paid Since Organization of the Company, over - $55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages
Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

The price of Granulated has reached a point where the smaller cotton bags can be handled with profit and advantage to the Retail Merchant.

St. Lawrence Granulated

is put up in both 20 lb. cotton bags and in 25 lb. cotton bags. These save trouble and expense in labor of parcelling and are a very convenient size for consumers.

QUALITY

QUANTITY

LIBERAL PROFIT TO THE DEALER

THE FOUNOATION THAT MAKES BIG SALES

The big and ever increasing sales of **L. & B. Banner Brand** Jams and Jellies are built on a foundation of QUALITY, QUANTITY and LIBERAL PROFIT to the DEALER.
Sell L. & B. Banner Brand products and you will come out ahead.

Put up in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985
REPRESENTATIVES:
The Amos B. Gordon Co., - Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg - - - Manitoba

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS
SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

Everybody's Using It.

This is the season when every housekeeper is using stove polish.

James Dome Black Lead

is the most reliable and satisfactory stove polish that you can sell.

Pays well **Sells well** **Works well**

W. G. A. LAMBE & CO., Canadian Agents

Japan Tea

Jobbers and Retailers can more than double their profit by selling them instead of any other kind of tea, and we strongly urge **Jobbers** to impress this fact upon their travellers.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

Time and Profit Saver

Mr. Merchant, you cannot afford to use your time or energy to do work which can be done more accurately and quickly by a machine. Sold on easy monthly payments without interest, or liberal discount for cash. Every scale guaranteed for five years.

Canadian Scale & Fixture Co. - Sherbrooke, Que.

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -:- Toronto, Ont.

LAURENTIA

MILK and CREAM
(HOMOGENIZED)

PURE, RICH, SWEET COW'S MILK
Bottled and Sealed Air-tight

NON-PERISHABLE
Will keep perfectly until opened

Nothing Added to it.
Nothing Taken from it.

NOTHING BUT MILK

Laurentia is the Milk to sell.
Laurentia is the milk to drink.
Profits are good.

The Laurentia Milk Co.
LIMITED
371 Queen Street West, Toronto, Ont.
Telephone: Adelaide 2760

YOUR PROFIT IS LARGER

BY SELLING

MELAGAMA

Tea and Coffee, not alone financially, but the ever-increasing confidence your customers will have in you, —because our lines have never failed to give the utmost satisfaction—They are the **Real Leaders**. You cannot afford to delay pushing **"MELAGAMA"—Start Now** and watch your tea and coffee department **GROW.**

MINTO BROS. **45 Front St. E.** **TORONTO**

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

A well established Montreal firm doing business with all grocers, druggists and hardware dealers is open for some good agencies of Manufacturers anxious to do good business.

Box 460 CANADIAN GROCER
E. T. Bank Building, - Montreal

Kindly mention this paper when writing to advertisers.

The Pedler "Scotched"

Wherever "Salada" gets into the hands of the tea drinker, the pedler's occupation is gone. Throw aside old-fashioned prejudices. Put

"SALADA"

on your front counter in the place where it will attract the attention of the pedler's customer.

This will make Tea Trade for you.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

HIGH GRADE **CONFECTIONERY**

SOME OF OUR SPECIALTIES:

"ATLAS" SELECTION

The finest machine-made drops on the market. Packed in clear white jars, 1 lb., 2 lb. and 4 lb. size, and 7 lb. blue enamelled tins.

FONDANTS

Delicately flavored. Beautifully shaped.

TURKISH DELIGHT

Made exactly as in Constantinople. None finer manufactured. The 8 oz. decorated tins sell splendidly.

Although the **quality** in all cases is perfect, the prices are by no means unreasonable as you will see by equiring of our special representatives.

Mr. BERNARD PINK c/o Canadian Grocer
E. T. Bank Building, MONTREAL

Messrs. EMERSON, BAMFORD CO.
VANCOUVER, B.C.

OR DIRECT TO

E. & T. PINK, LTD.

LONDON, ENGLAND

Personal Chat With You About Ourselves

At the beginning of last year The Canadian Grocer decided on several reforms, which, during 1912, resulted in the turning out of a more attractive and more practical paper. One of these was the doing away of the old green cover and substituting something bright and new for every issue. For this year we have the same object in view—that of increasing the efficiency of the paper to our readers by making it an investment second to none to each retail dealer who reads it.

On the 1st of January the Montreal editorial staff was strengthened by acquiring the services of Harold C. Lowrey, a young, energetic man, who has had several years' experience in the retail business, and who has been a traveling salesman for the past couple of years.

Mr. Lowrey, whose portrait is reproduced on this page, was born and brought up in the "fruit belt" of the Niagara Peninsula, where his father was a general merchant and fruit grower. His native town was St. Davids. Mr. Lowrey, sr., had two general stores—one at St. Davids and one at Queenston, in addition to two fruit farms—one at each village. H. C. Lowrey worked at both these places, beginning as delivery boy and working himself up to manager of the sales department.

H. C. LOWREY,

who, with several years' experience as merchant, fruit grower and traveller, has joined Montreal editorial staff of The Grocer.

In addition to his experience with general merchandise and fruits, he is well acquainted with the pork packing industry. When the firm of Chas. Lowrey & Sons entered this field he was placed in charge, and later became manager of the branch at Niagara Falls. Later on Lowrey & Sons disposed of their general store and pork packing business to go into fruit farming exclusively. He then became manager of the fruit farms.

Mr. Lowrey left the firm in December, 1910, to go on the road as traveling salesman for an international concern. In March last year he was made division manager, with offices in Hamilton, where he was until joining the MacLean staff.

This experience in the retail trade, both from a selling and managerial standpoint; his connection with the pork packing and fruit growing industries, together with his experience as a commercial traveler, will all be of great assistance to him in his work as associate editor of The Canadian Grocer. This addition to the Montreal staff is along the lines of the progressive policy we have mapped out for the coming year. The Grocer has long since been the acknowledged authority on markets, new ideas and practical methods for building up business in the grocery trade, and throughout the year our readers can confidently look forward to a live, bright, practical issue every week.

One of the forward steps The Grocer has decided on this year is the securing of market quotations from the extreme west and east of the country by telegraph. We have asked our correspondents in Vancouver, B.C.; St. John, N.B., and Halifax, N.S., to wire market features and changes in these three cities in future rather than send them by mail, as formerly. This is being done so that markets will be as up-to-date from all the large centres as it is possible to get them. That readers will appreciate this service we are quite confident. It will aid them in keeping more closely in touch with market conditions in their respective fields of operation, and will be more valuable to them in their buying.

* * *

This question of Parcel Post is looming up rather serious for the retail dealers in Canada. Now that Postmaster-General Pelletier has practically assured Parliament that there will be some legislation introduced covering a Parcel Post in this country, there should be something done. The Canadian Grocer is preparing a series of articles on this question—the first of which appears in this issue—and it will be gone into thoroughly. Ever since Parcel Post has been advocated The Grocer—and, in fact, all the MacLean trade newspapers—has strongly opposed it on the grounds that it would hurt the retail trade, and what is bad for the retail trade would be detrimental to the country as a whole. The series opens with a description of the system in the United States, and it will be followed up by articles on the benefits to the mail order houses, the effect on the retailer, comparison of conditions with those in the Old Country, etc., etc. Every dealer should study the series carefully, and be in a position to make his opposition more telling when the proper time comes.

* * *

WHAT READERS THINK.

MacLean Pub. Co.—Enclosed please find $2.00, being renewal of subscription to The Canadian Grocer. We might add that we find your valuable paper of much practical use.

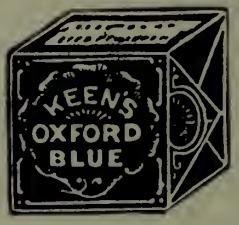
THE SASKATCHEWAN PURCHASING CO.
Broadview, Sask.

* * *

Best Investment of the Year.

Editor, Canadian Grocer.—Enclosed find money order for $2 for our subscription to The Grocer. We would not want to be without it if it cost three times as much, as we consider it the best investment that we can make. Wishing your paper continued success.

Kamloops, B.C. STEVENS & ALLAN.



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul Street, Montreal — 30 Church Street, Toronto

Agents for the Dominion of Canada

GETTING THE BUSINESS

From the grocers' viewpoint depends upon the demand there is for the goods he has in stock. That's why

Crown Brand Corn Syrup

Is sold by all good grocers. It brings business because the demand for it is national.

When Crown Brand is asked for, no other Corn Syrup will do.

Crown Brand is known throughout Canada as the ideal table syrup, and custom comes where Crown Brand is sold.

This is the season and now is the time to stock Crown Brand. It will please your customers to know that you have it —and prove a steady source of profit to you.

The Demand Is There—You Simply Have To Supply It.

The Canada Starch Co., Limited

Manufacturers of EDWARDSBURG Brands

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Zone System in Parcels Post Explained

How it is Operated in the United States and What May be Expected in Canada Unless Exceedingly Strong Pressure is Brought to Bear on Federal Parliament —Zone System Liable to Lead to Flat Rate Which Would be Highly Profitable to Mail Order Houses and Disastrous to Retail Trade.

NOW that the United States have a Parcel Post system in vogue, and since Postmaster - General Pelletier has announced in the House of Commons that he is considering something similar for this country, the retail trade should become active in its opposition by first studying the system across the line and then by formulating and putting into action plans to defeat such a measure here.

So far as the United States retailers are concerned the one redeeming feature is that the system is operated on the "zone" plan, whereby rates are higher according to distance from any given post office. If we must have Parcel Post in Canada the trade should make it a point to see that the Postmaster - General does not insist on a flat rate system. The zone system would be much preferable.

SCOPE OF PARCEL POST SERIES.

This, the first article of the series announced in last issue ,deals with Parcel Post as it is operated in the United States. As the Canadian system—if one is established—will probably be modeled along similar lines to that of the country to the south, it was deemed advisable to first explain fully what is likely to come to us if we sit passively by and wait. In future articles of the series the effects of the operation of such a scheme in Canada will be gone into thoroughly. A comparison of conditions in the Old Country with those here will be made, and the question will be considered from the standpoint of cost to the country. There will also be an article on who is behind the scheme—whether the cry for it originally came from the farmer, laboring man or mail order houses. While the series is running, this paper would appreciate the views of any member of the retail and wholesale trade, as well as from manufacturers. The more is known about Parcel Post, the more effectually can it be opposed at the time it makes its debut into parliament in the form of a bill. Let everybody join in the discussion.

According to Distance and Weight.

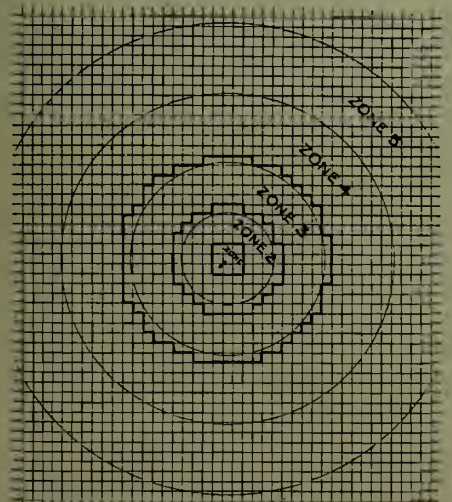
The zone plan in the United States means that the cost of sending a parcel through the mails will be dependent not merely on the weight of the package, but also upon the distance a parcel is to be transmitted. The United States is probably the only country that has adopted this zone system. Most of the European countries, which are, of course, smaller than either the United States or Canada, have a flat rate whereby a package of given weight is carried for a stated postal fee regardless of its destination.

In the United States there are eight zones bounded by successive imaginary lines practically circles in all cases but that of zone number one, radiating from each postoffice in the land. The accompanying cut shows how they have been decided upon. The first zone is quadrangular in shape and has a mean radial distance of approximately 50 miles. The second zone is marked by a circle 150 miles across and then come in succession, as one gets farther and farther from the mailing office, circles spaced at 300, 600, 1,000, 1,400 and 1,800 miles respectively and finally the eighth zone that takes in all the territory over 1,800 miles.

Rates For Parcels.

Within the first or 50-mile zone a parcel is carried by the postoffice for a fee of 5 cents for the first pound and 3 cents for each additional pound. This would bring the cost up to 35 cents to send a package weighing eleven pounds which is the limit of weight allowed under the Parcel Post legislation.

If a package is to be mailed to a point beyond the 50-mile limit, there is an increase of about 1 cent a pound for each successive zone through which it is to pass until it reaches the maximum fee of $1.32 for an eleven-pound package that is to be carried across the continent and thus traverses the entire eight zones. These figures as well as the cost for sending any weight up to eleven pounds any distance are shown in the "Rates of Postage" illustration herewith. This also shows that there is



How the Zone System Operates.

RATES OF POSTAGE

Parcels weighing four ounces or less are mailable at the rate of one cent for each ounce or fraction of an ounce, regardless of distance. Parcels weighing more than four ounces are mailable at the pound rate, as shown by the following table, and when mailed at this rate any fraction of a pound is considered a full pound.

Weight.	*1st zone. Local rate.	*1st zone. Zone rate 50 miles	2d zone 50 to 150 miles	3d zone 150 to 300 miles	4th zone 300 to 600 miles	5th zone 600 to 1000 miles	6th zone 1000 to 1400 miles	7th zone 1400 to 1800 miles	8th zone all over 1800 miles
1 pound ...	$0.05	$0.05	$0.06	$0.07	$0.08	$0.09	$0.10	$0.11	$0.12
2 pounds...	.06	.08	.10	.12	.14	.16	.19	.21	.24
3 pounds...	.07	.11	.14	.17	.20	.23	.28	.31	.36
4 pounds...	.08	.14	.18	.22	.26	.30	.37	.41	.48
5 pounds...	.09	.17	.22	.27	.32	.37	.46	.51	.60
6 pounds...	.10	.20	.26	.32	.38	.44	.55	.61	.72
7 pounds...	.11	.23	.30	.37	.44	.51	.64	.71	.84
8 pounds...	.12	.26	.34	.42	.50	.58	.73	.81	.96
9 pounds...	.13	.29	.38	.47	.56	.65	.82	.91	1.08
10 pounds...	.14	.32	.42	.52	.62	.72	.91	1.01	1.20
11 pounds...	.15	.35	.46	.57	.68	.79	1.00	1.11	1.32

*The local rate is applicable only to parcels intended for delivery at the office of mailing, or on a rural route starting therefrom.

The Illustration Explains the Rates in Force.

a local rate for parcels which was intended to help counteract the aggressiveness of big city mail order houses. This local rate is applicable only to parcels intended for delivery at the office of mailing or on a rural route starting from that office. It therefore includes parcels designated for delivery within the limits of any city, town or village. This local system calls for a fee of 5 cents for the first pound and one cent for each additional pound up to eleven. Thus an eleven-pound package costs 15 cents.

The illustration also shows that parcels weighing four ounces or less are carried at the rate of one cent for each ounce regardless of distance. Parcels weighing more than four ounces and up to six ounces are mailable at the pound rate.

One regulation in the Parcel Post legislation in the United States prohibits all packages that measure more than 6 feet in length and width combined. Special postage stamps have been provided in denominations from 1 cent to $1.

A parcel on which the postage is fully prepaid may be insured against loss in an amount equivalent to its actual value, but not to exceed $50 on payment of a fee of 10 cents in parcel post stamps, such stamps to be affixed.

There are, of course, a great many details in connection with the operation of the system about which it is not necessary to go into here. The above represents concisely what it is. If the system remained as it is, the retailer would probably not find it very disastrous to his business, but already there is an agitation, presumably from the mail order houses, to eliminate the zone plan and to have substituted the flat rate method of parcel assessment. As it is at present the system may be found to be top heavy. That is what the United States trade have to fear. It is quite possible that later on the flat rate plan will be the system in vogue. The tendency would be the same in Canada and that is why the Canadian trade should oppose Parcel Post in any form.

TAKE A LESSON FROM THE HEN.

Mr. Merchant, take a lesson
From the ordinary hen;
How she loudly advertises
Her great usefulness to men.
Lays an egg, then tells about it—
Lets the world know what she's done;
She's not like the lazy rooster,
Crowing at the rising sun.
When you've done a thing that's worthy,
When you've got something to sell—
Why, just emulate Old Dorking,
Advertise, and do it well.

—Advertising World.

Olive and Olive Oil Sales Quadrupled

An Instance of How Dealer Made One Particular Sale Which Has Resulted in Continued Business — Medicinal Qualities of the Olive Made a Feature of—A Suggestion to all Sellers of These Two Articles.

Winnipeg, Jan. 23.—(Special)—Many years ago, tea and sugar were regarded as luxuries. Then there came a time when these were staple articles on every workingman's table, and when to tax tea was considered dangerous in the extreme. It has not taken the passage of years, however, to change every luxury into what is practically a necessity. One of the instances of this which will be most apparent to the grocer relates to Olives and Olive Oil.

The taste for Olives, some claim, has to be acquired. Many a hostess has remarked to her visitor—"if you eat seven of them you will like them." If, indeed, the taste is one which needs cultivation, then there are a great multitude of persistent people in this Canada of ours, for not a well appointed grocery store is without its shelf or show-case of this line.

Olives Have Medicinal Qualities.

But while this demand has grown so quickly, it appears that there are yet possibilities which many grocers have not grasped. Olives have been selling as a relish, but Olives as a medicine, many have not yet pushed as they might.

This is an age of prevention. An ounce of prevention it has been said, is worth a pound of cure, and never was this more acted upon, than to-day. There are doctors devoting themselves entirely to the prevention of disease, and not to its cure. There are preventive dentists —those who by regularly inspecting and treating their teeth, prevent decay. The fresh air fad—if fad this may properly be called—is the outcome of this desire for staving off sickness. Everything which tends to this end interests people, and there can be no denying that Olives and Olive Oil do achieve this object, as well as doing much to remedy troubles, which may have become more or less deeply rooted.

Value of The Table Olive.

The table Olive, according to W. Percy White, manager of one of W. H. Stone Co.'s Winnipeg stores, is being largely used by people who want to keep in what athletes term "goodshape." This is a fact which two or three years' experience has made very evident, and it is a fact which Mr. White has used to promote sales, and which he has brought to the attention of his clerks, so that they also may find an Olive buyer where formerly there was none. Even more have Mr. White and his staff urged the sale of Olive Oil. This has been done without any too great aggressiveness, or without in any way seeming to pry into the private affairs of the customer. Perhaps an illustration might well be given —Mrs.———customer of the W. H. Stone Co. store for some years, came in to do some shopping a few weeks ago. Mr. White, though not waiting upon her, paused to have a short conversation, during which the woman remarked that she was not feeling in the best of health, being troubled with indigestion.

This was Mr. White's cue. He remarked that Mr. Stone had suffered in this respect for sometime, but had started using Olive Oil, and had as a result, entirely thrown off this trouble. But, said the lady, "I could not take Olive Oil, it would make me sick I know."

How the Argument Was Met.

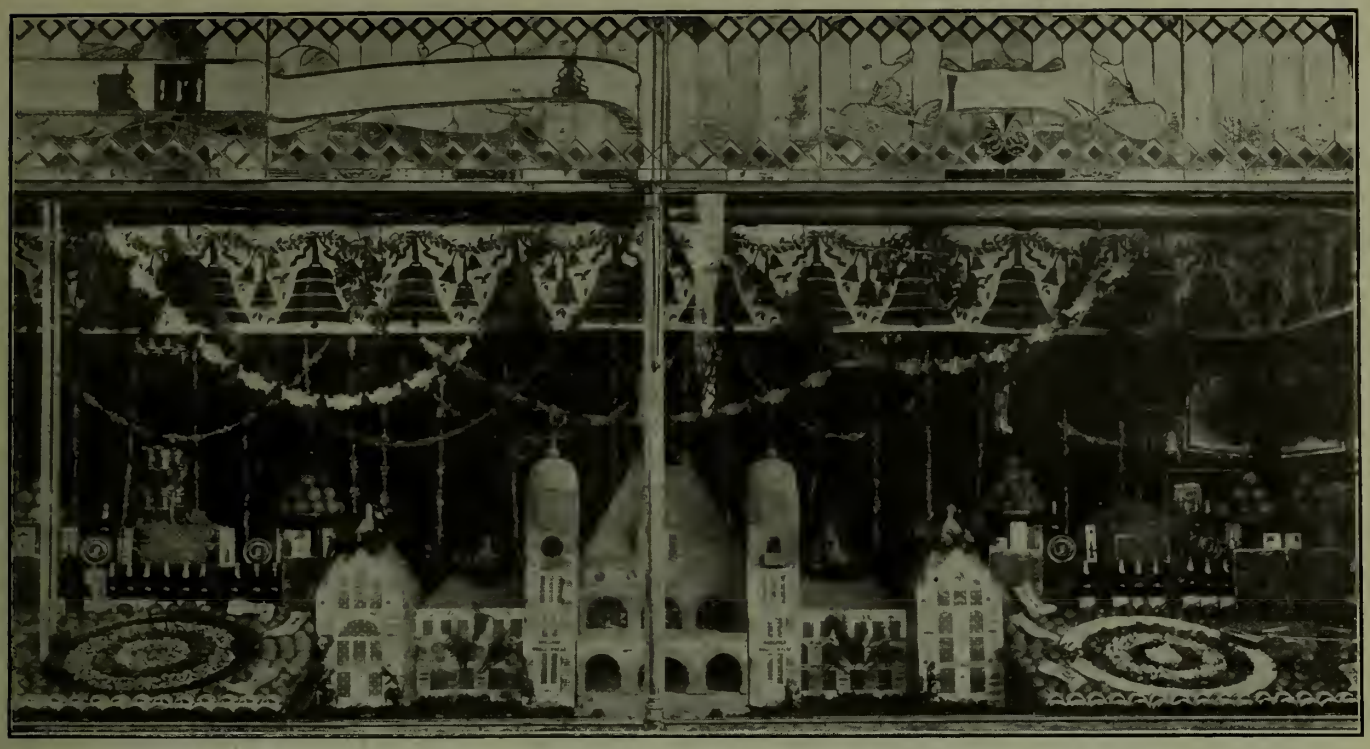
Mr. White did not contradict her, but he did say that this is an opinion which very many people have at first, and which they find to be greatly exaggeration, if not entirely incorrect, when they once try the Oil. He said he personally had been using it, and had experienced no nauseau at all. Then he suggested that the lady try a bottle, keeping at it for three or four days just to see if she would not get over any squeamishness which she might feel at first.

There is no great use in pursuing the story further. The sequel was that the woman bought a bottle of good Oil immediately, which she used, experiencing none of the unpleasant features she had rather dreaded. She also improved in health, and has been buying oil ever since, taking it regularly after every meal.

Sales Increased Four Times.

It seems that similar selling methods might be adopted in many another place —possibly also with many other lines of goods. This was simply a case where the manager realized the virtue which was in the article. He brought this virtue to the attention of his clerks, and they have been bringing it before customers, so that the sales have quadrupled in the last year.

Forbes & Nadeau, Montreal, have been appointed selling agents for Quebec province for "Crisco" and Ivory soap, two of the Proctor, Gamble & Co. products.



. This display shows model of Ontario Parliament Buildings, the model being made out of a breakfast food. It appeared in Bruce & Sanderson's window, Parliament St., Toronto, and proved of splendid advertising value.

Parliament Building Model on Display

Ontario Legislature Buildings Composed of Breakfast Food Shown in Window —Dealers Found It to be Splendid Publicity—Widespread Attention Attracted—Sold Other Goods—Advertising Value Considered Great.

The chief feature of the above window is the centre arrangement of a breakfast food in the form of the Parliament Buildings in Toronto. It appeared prior to Christmas in the window of Bruce & Sanderson on Parliament Street, Toronto.

F. C. Bruce, one of the members of the firm in speaking of the effect of the display stated it had a splendid influence. "The chief value," said Mr. Bruce, "lay in the fact that everybody stopped to see it. It was a splendid advertisement for the store and we are undoubtedly known better from having had this display."

Setting and Publicity Displays.

Good displays, Mr. Bruce maintains, are divided into two classes—selling and publicity. In this case the breakfast food display in the shape of the Parliament Buildings belonged to the latter, although he is of the opinion that the effect it had on those who saw it has since sold, and will later sell more of that particular breakfast food from them than if it had not appeared in the window. In his estimation a display such as this lends a tone to the window which has the faculty of attracting everyone's attention. A direct selling display usually only attracts those who are interested in buying goods of the character shown.

The unique feature of this trim is, of course, the model of the Parliament Buildings. Everything was made from the breakfast food, and this fact was naturally the centre of attraction. While the window was being shown, it was usual in that district to hear the query, "Have you seen the Parliament Buildings in Bruce and Sanderson's window?" Those who hadn't made it a point to see them. Thus the location of this store was exactly fixed in everyone's mind, so the advertising value was great.

Business For Other Lines.

On either side of this central display were shown Christmas goods, such as dried fruits, nuts, oranges, confectionery, etc., arranged attractively in circular form, by L. H. Sanderson, who looks after the windows. Mr. Bruce states that many of these were sold, and he attributes many sales to the drawing power of the central feature.

Judging from the success that many retailers have had in publicity windows in advertising the store, it would seem a good idea to use one of them every three or four months at least. Something novel, original and unique, while it may not at the time be as good a seller as a plain, attractive window, yet it gets everybody's attention, creates a favorable impression, and makes the store known out of its own district.

To ALEXANDER FERGUSON MACLAREN, president of Laurentia Milk Co., Toronto. He was born on Feb. 3, at Perth, Lanark County, Ontario, in 1854. Mr. MacLaren is also president of the Laurentia Milk Co. of Manitoba, of Saskatchewan, and of Alberta. He was the originator of MacLaren's cream cheese, and although not now connected actively with the MacLaren Imperial Cheese Co., still retains an interest in it.

GROCERS LETTER BOX.

Editor Canadian Grocer.—Would you kindly advise men through your valuable paper, where we can purchase Pea Meal or Brose Meal, as it is sometimes called, or who the manufacturer is.

Thanking you in advance, I am,

Very truly yours,

Russell, Ont. SUBSCRIBER.

Editor's Note.—Canadian Cereal and Milling Co. manufacture this. Their address is Lumsden Building, Toronto.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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PUBLISHED EVERY FRIDAY.

TORONTO, JAN. 31, 1913

LOSSES IN STORAGE EGGS.

It looks like a foregone conclusion that many speculators in storage eggs are going to lose money. The market is indeed in a sickly condition from the standpoint of those wholesalers and retailers who have any quantity of eggs in stock. The fact that one year ago this week storage eggs in Montreal were 37 cents per dozen, while to-day they are 25, indicates to even the layman the extreme gravity of the situation. This difference of 12 cents per dozen is even more serious when it is taken into consideration that packers of eggs paid from 3 to 5 cents more than in 1911.

There were probably few more eggs packed in 1912 than in 1911, so that almost the whole trouble to the packers is attributed to the phenomenally mild weather of January. Instead of 15 to 30 degrees below zero as was customary a year ago in Ontario and Quebec, we have been enjoying Spring weather in mid-winter. The fact has been well demonstrated that the hen is a warm weather worker, as she has taken kindly to the brand of atmospheric conditions up to the present supplied us.

New laids have been coming in particularly rapid, as may be observed from the several declines since first of the year. In this week's market new laids in Montreal are quoted at around 33 cents. Year ago they were 10 and 11 cents a dozen higher, the difference being, of course, explained by the greater receipts.

The United States situation has also plyaed an important part in "knocking the bottom out of the egg market." The storage stocks over there were particularly heavy last year, and with a big production of new laids prices fell. Although the West contracted heavily in Eastern Canadian eggs, it has found it more profitable to buy from United States markets, thus thrusting back the Eastern stock on the holders. Many of the latter were urged to sell them at any price, and as some did so the Eastern market suffered accordingly.

Still another feature has tended to affect the Canadian situation. Remembering the money made in eggs a year ago, several Canadians invaded the United States field last year and put down eggs in cold storage in United States cities with a view to bringing them on the market here at the proper time. Many have been brought on, but a great many are still in storage in the United States.

These various conditions have combined to place egg holders in an uncomfortable position, and no doubt there will be many resolutions made as to the course to be pursued to prevent similar occurrences another year. One of these will probably be the placing of a limit on prices paid for eggs for storage purposes. Last year the farmer was the man who made the money. It was easy for him, as there was keen competition among buyers. Extremely cold weather would help the situation, but could scarcely relieve the difficulties in getting out at a profit.

OUR TRADE WITH THE UNITED STATES.

Canada is not yet a large exporter of manufactures, but so far as we have developed that trade the United States is our best single customer. In fact she takes nearly forty per cent. of our total export of manufactured goods.

In 1911-12 we sold to the world manufactures valued a $35,000,000, of which the United States took nearly $14,000,000. On the other hand, this is a small portion of her imports of manufactures, which reach about $600,000,000. Moreover, we are purchasers of manufactures from the United States to many times our sales of that class of goods to her. We bought in 1911-12, $342,000,000 worth of goods from the States.

The chief item of manufactures which we export to our southern neighbors is closely related to raw materials. It consists of pulp and paper and amounts in the total to six millions and a half.

EXTENT OF FROST DAMAGE.

When the news was first sent out that frost had wrought heavy damage to the citrus crops in California, daily newspapers had the report that $40,000,000 loss had been incurred. That week The Grocer pointed out that this was probably greatly exaggerated—as most daily paper reports on such occurrences are—and so it has turned out to be. The loss is now down to between $15,000,000 and $20,000,000, but even that is extensive and means that good quality California oranges will come high this year, and so will lemons. As a matter of fact, an entirely normal citrus crop of the state is only about $50,000,000 and a $40,000,000 loss would have meant practically everything.

Two things helped greatly in keeping down the loss. One was due to nature and the other to man. For almost a week after the frost, rain fell and the weather remained cool, thus drawing out the frost gradually and saving much fruit that would have been total loss had a hot sun succeeded the cold weather.

The other aid was the use of smudges that were kept burning among the groves on the night in question. These smudges are pots of burning crude oil. They are placed in rows between the citrus trees to artificially keep the temperature above freezing. A number of the big interests were apprised of the coming of the cold wave by observatories and were prepared. One large growing concern had brought in 150 carloads of this crude oil and distributed it where it was thought it would do the greatest good.

Reports are now coming in to the effect that the fruit is turning out much better than has been anticipated. Some who at first thought their entire crops were lost, believe that at least 33 1-3 per cent. will be marketable and others that even 50 per cent. may have been saved. Much fruit inside the foliage has been found to be unharmed.

But while these later reports are encouraging, the damage, as above intimated, has been great and will mean that really good stock of California oranges and lemons will be dear this year.

BETTER SMOKED FISH.

There is a decided improvement in the quality of the fish offered for sale on the local market, and attention was directed to it again this week by the Montreal trade. This is the direct result of the improved methods adopted by the Nova Scotia and New Brunswick fisheries, a description of which was given in a special article last week.

By using steam trawlers instead of sailing trawlers, and the Government assistance in the matter of transportation, fish are received in the various markets in a better condition than formerly. The quality of the smoked fish is also marked and is causing considerable favorable comment.

CANADA'S COMMERCIAL EXPANSION.

That Canada is in the midst of a period of very rapid commecrial expansion, is the opinion of The Financial Post of Canada.

In an article on the banking situation in the last issue, it states that it is a well-known fact that almost every factory in the country is working at capacity rate and not filling its orders. Under such conditions, it is pointed out, one of the dangers to be avoided is too rapid development. The tying up of too much capital in the form of fixed assets must be followed by a period of shortage of liquid funds, which puts a severe strain upon banking resources and so cramps every form of business.

In addition to this, The Post says, there is the possibility of supply outrunning demand and a resulting slump in prices. In older countries demand and supply do not vary much from year to year, but in Canada from year to year, we are finding great increase in both sides. The problem is to keep them balanced. Development of a legitimate character is proceeding in Canada, and so long as this is accompanied by a steady influx of immigrants there is but a very remote prospect of supply outrunning demand.

SYSTEM NEEDED IN FILING ORDERS.

How simple it is to make mistakes without system! Witness this case where a customer's goods weren't sent out with the delivery man because of want of method in filing orders.

The order was given in the morning, the customer calling personally on her way downtown. It was to have been filled and sent to her home any time that day. Night came and no goods had arrived. The order included grape fruit, which was on the bill of fare for breakfast next morning and which was particularly required. This necessitated another trip to the store after the closing hour, but as the proprietor resided above he was easily interviewed.

The paper on which the order was written had, according to the dealer, been placed on the keys of the cash register, from which it found its way to the floor. It was discovered partly under a wire floor mat and considerably "the worse for wear." This was the explanation of the failure to deliver the goods. It demonstrates to what degree carelessness can be carried. If a gust of wind can frustrate the delivery of goods, there is something radically wrong.

This story is no mere hearsay. It actually happened in a large Canadian city, not in any out-of-the-way-place. No one could blame a customer for transferring her account in such a case, and if carelessness frequently resulted similarly, she would be entirely justified. A plain pin file at a cost of five or ten cents would have prevented this particular error, and the majority of other errors could also be checked by some little systematic device.

EDITORIAL NOTES.

The thorough business man knows where he is at.

• • •

Marmalade time is here again; the bitter oranges have come.

• • •

Sugar has again gone down. This market should be carefully watched.

• • •

Not too late yet to take an inventory. February first is as good a time as any.

• • •

With a month at least of cold weather in sight, cold weather lines should be aggressively sold.

• • •

Eggs are no longer the highly prized nuggets of a year ago. They are now despised and rejected.

• • •

"Weigh, count or measure everything you buy," seems to be a mighty good motto for the grocery store.

• • •

The clerk with ambition and enthusiasm is of real value to his employer. The other kind is only a drawback.

• • •

Lenten season begins on Wednesday next and continues for 40 days. This means six weeks of splendid demand for fish.

• • •

Now we enter the shortest month of the year. February, however, should not therefore be despised from a business standpoint.

• • •

Absence of snow is liable to seriously affect fall wheat crops this winter. We shall probably have to pay up for the mild weather this month later on.

• • •

Board of Trade of Saskatoon, Sask., are moving to have coppers introduced into the currency of that city. Cent gum slot machines would be a natural sequence.

• • •

The zone system of parcel post is explained elsewhere in this issue. Every dealer should read the article, as our own postal authorities may thrust something similar upon us.

• • •

One "advantage" secured from receiving eggs by parcel post in the United States, is that they are frequently arriving already "scrambled." But a disadvantage is that if the recipient should want a boiled egg for breakfast he must take it scrambled.

The Operation of Co-operative Delivery

Merchants in Galt and St. Mary's, Ont., Deliver by This Method and Have Given The Grocer Their Experiences—In St. Mary's all the Merchants are in it and Find it Works Out Pretty Well—Claim Cost of Delivery is Cut Considerably—Galt Man Changing to Motor System.

EIGHT YEARS IN ST. MARY'S.

By F. W. Hutton, St. Mary's, Ont.

In St. Mary's we have a co-operative delivery system which has been in operation about 8 years. There are eight grocers, three drygoods men, three shoe stores, and one liquor store in it. The system is not owned by the merchants, but by a young man who used to be in the grocery business here.

The method of payment is as follows: The grocers and the drygoodsmen pay so much per week. One of the shoe stores pays so much per week and two five cents per parcel. The liquor store also pays by the week.

Personally, I like the scheme well and would be sorry to have to go back to the old system. It would be reactionary to do so. Our customers like it, too, but of course we have some complaints. The owner gives four deliveries each day, and it stands as a fact that no private system could give four deliveries each day in each of four wards and five deliveries on Saturdays and days before holidays, at a reasonable cost.

We could not deliver privately for the money we pay for our general delivery, but the amount of worry and annoyance saved is worth considerable even if we had to pay out a little more. Of course, every grocer in this town is in it, so a customer cannot improve her delivery by going elsewhere.

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SUBSTITUTES MOTOR DELIVERY.

By A. C. McCauley, Galt, Ont.

Just at present, I am in the general delivery system in vogue in Galt and have been for the past year and a half. There are about seven merchants altogether in the system.

From my experience I find it to work fairly good at times, but decidedly poor at others. In the latter case goods sometimes get mixed up and orders have been delayed. I do not think it lessens cost of delivery as I believe I have lost business that I should not have lost with my own system. I have no doubt, however, that it could be made to give satisfaction with careful attention and good management.

I am changing at the end of the month and am putting in a motor delivery after having carefully considered the cost of maintenance from various sources.

INFORMATION WANTED ON DELIVERY QUESTION

In last week's issue of The Grocer, Henry Johnson, Jr., dealt with the remarks of a retailer who stated that the grocers in his town had a co-operative delivery system, intimating that it was a good idea. Mr. Johnson, however, was somewhat skeptical, and related an instance where dealers had once got together in the matter of delivery and practically ruined their trade. The few who had remained out of the delivery agreement had won the trade of the town.

In view of this controversy, The Grocer took the question up with dealers in two Ontario towns, St. Mary's and Galt, where co-operative delivery is in force and received the replies published on this page. In the former town the system has been in operation for some 7 or 8 years, and from the remarks of the grocers there has evidently been highly successful. Probably this is because practically every merchant in the town is in it. In Galt, there are some differences of opinion as to the success attending its operation, but apparently it is not on such a systematic basis as that in St. Mary's.

If a general delivery system is in vogue in any other Canadian town or city, this paper would appreciate hearing from readers describing it, telling how long it has been in effect, and how successful or otherwise it is working out. It will be noticed that Mr Laird of Galt would appreciate knowing a private system that is working out well. Any information in this regard would be appreciated.

SYSTEM LESSENS COST.

By Dickson's, Limited, St. Mary's.

The general delivery system has been in operation here for a number of years. We are using it as are all the grocers, drygoods men and druggists. We find it lessens the cost of delivery very much. Some complaints are heard from customers and if the business was better handled they would like it better.

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COST LOWERED A THIRD.

By Mayor W. R. Butcher, St. Mary's.

Every merchant in this town is in the co-operative delivery system. It has been established now for 8 or 9 years. Our customers like it fine, but of course one will have complaints if he has his own delivery, and our system here is no exception.

So far as lessening the cost of delivery is concerned, I would say it easily cuts it down a third. I would not change on any account and I do not think the other merchants would either.

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SOME INFORMATION REQUESTED.

By John H. Laird, Galt.

As I am not in the general delivery system here, I cannot say just how it works out. There are four grocers and a number of drygoods men having their goods delivered by the one party, but from what I have heard casually, it is not an unqualified success.

My delivery end of my business gives me considerable trouble and if you can furnish me with the address of any one who has a system which would be of practical use to me, I would appreciate it.

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CUSTOMERS LIKE SYSTEM.

By J. P. Rogers & Co., St. Mary's.

Our general delivery system has been established here for some eight years with every merchant in it.

So far as our experience goes our customers like it splendidly and it lessens the cost of delivering goods.

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MUCH BETTER SERVICE.

By J. M. Adam, St. Mary's.

Every merchant in town is in the co-operative delivery system, which has been established for a good many years. We like the system fine, and so do our customers. We would not want to return to the old method at all.

The general delivery, we find, lessens cost of delivery very much, and we get a much better service.

The Observations of a Traveler

The Store That Contains Numerous Small Leaks Contrasted With the One Where Scientific Knowledge and Labor Saving Devices Are Employed.

By C. L. Hastings.

On his daily rounds a traveler sees many instances and circumstances that combine to defeat the merchant who allows such things to pass unchallenged. He sees, too, many stores where cleanliness, neatness, service and salesmanship combine to promote the best interests of merchants. These, no doubt, will prove profitable to Grocer readers.

In one corner grocery, where darkness and gloom seemed to pervade the entire establishment, even to the clerks, I saw one clerk listlessly removing from a shelf six packages of icing powder that had been totally destroyed by rodents. They must have lain there for many months, and doubtless would not have been removed then if the clerk had not been engaged in stocktaking. The merchant here complained bitterly about the keenness of competition and berated trade conditions generally. True, his store did not show a very prosperous condition. I inquired if he took The Grocer, and he replied that he didn't now and hadn't for a couple of years. I asked how he got his market reports. "From the travelers," he replied (and note this part of his answer) ,"who sell me my goods." From the looks of this store these travelers were evidently getting this merchant's profit. The place generally was unkempt and the goods were displayed in a haphazard way. Even in wrapping up the goods care was not exercised. For instance, a woman came in for two loaves of bread. These were wrapped in newspaper and the ends left open.

The Old Bookkeeping System.

Another store on another street where better conditions prevailed, but which also showed many leaks, attracted my attention. The store was very tidy and neat, and the merchant here did not complain about competition, and rather seemed to think he was getting his share of the trade. But he was using the old-fashioned pass book, and he had to write out every charge twice. It took him four minutes to make the entries for a 14c charge. Practically one man's time was necessary to do this work in this store. Then think what an item it meant at the end of every month. The old sliding beam scales were in use, with the consequent loss in weight, which would amount to a very imposing sum in a year's time. The old cash drawer was still in evidence, with six clerks making change from it. What a temptation to the poorly-paid clerk, and what a source of daily loss!

But this is only one side of the story of this store. When you entered the proprietor welcomed you, and you couldn't help but notice the neat and tidy arrangement. The clerk that waited on you was very polite and served you in a nice way and with all possible speed, although at times he wasted considerable energy and time in covering the same ground twice. After the purchases were made the door was politely opened and you were invited to come again. To an experienced eye the inconsistency would be quite ludicrous, and would eventually prove disastrous to this dealer.

Sweeping at 11 a.m.

In another store the goods for delivery were piled up in a heap on the main floor and a clerk was sweeping at 11 a.m. The dust and dirt were being pushed directly at this pile of goods, and were swept up against one of the boxes and left there. There were four customers in the store, and more than one of these stood waiting for over ten minutes while the proprietors discussed the merits of several calendars with a salesman. One customer left the store during this time.

Store With Labor-saving Devices.

What a pleasing contrast was the visit to the next store, where the proprietor emphatically stated that the best ad. he had was the cleanliness of his premises. Surely anyone who had followed up my travels would mentally resolve that this would be the store where he would buy his groceries. Here the grocer and two clerks were just as busy as bees, and were selling more goods than the man with six clerks. Here one saw duplicating sales slips, continuous account system, silent salesmen, show cases, price cards, cash register, and modern bin and display arrangements and devices. Labor-saving devices were seen everywhere, and the number of customers who were served by this merchant in the hour and a half were greater than that in all the other stores called on that day. The dealer said that his biggest difficulty was in keeping up with the demand, and that he did not feel the competition of the dozen stores which were within a block of his establishment.

The Asset of Cleanliness.

Cleanliness is the best advertisement a store could possibly have, but to gain the greatest success and to realize the biggest profit the grocer must be consistent and make every move count. By making time studies of every operation and charting them many surprising things will come to light, and the merchant will find many leaks that he never dreamed existed.

The question of short weight in buying goods is one to which attention has already been called, but one of The Grocer's readers, a Niagara Falls Centre, Ont., retailer, gives another splendid instance of why all goods should be weighed on receipt at the store. He writes as follows:—

"Allow me to introduce one of the many 'leaks' in the grocery business. This is, buying macaroni in bulk. I called up a jobber on the phone recently to order a few things, and I asked him for a box of macaroni in bulk. He told me he had 25 lb. boxes at $1.35, so I took one. On receiving this macaroni, weighed the box, something I never did before. It weighed 22 lbs., leaving about 20 lbs. of macaroni at $1.35. I always sold this at 10c, or 3 lbs. for 25c, but now I found it cost about 7c per lb., which means that it should sell for 10c lb. straight.

"I have sold this macaroni for two years, thinking I was making a margin on 3 lbs. for 25c, but I have found out different."

Similar instances from others in the trade will be appreciated.

Current News of the Week

Quebec and Maritime Provinces.

Verville & Frere, grocers, Montreal, have registered.

Knodell & DeBow, wholesale fruits, St. John, N.B., have dissolved partnership.

C. O. Genest & Fils, Limited, wholesale grocers, Sherhrooke, Que., have obtained a charter.

The D. Hatton and Co., Montreal, are planning to renovate their present premises on Bonsecours street as soon as the Lenten season is over. A modern refrigerator plant will be installed with two refrigerating engines. The improvements will cost in the neighhorhood of $40,000.

The directors of the Oceanic Oyster Co., Limited, recently incorporated in Canada, to deal as wholesalers in oysters both in bulk and in glass jars, are Dr. George S. Convers, New Haven, Conn.; Franklin L. Homan, New Haven, Conn.; John O. Johnson, Joseph A. Mercier, and Alhert B. Dihhle, now of Montreal. The president and manager is John O. Johnson, Joseph Mercier heing vice-president, and Albert B. Dibhle, secretary-treasurer.

Ontario.

Wm. R. Butcher, a St. Mary's, Ont., grocer, has been elected mayor of that town.

J. J. McCahe, fruit hroker, Toronto, is in the Southern States on a couple of weeks' trip.

The grocery business of the late Geo. Bullock, Lakefield, Ont., will be carried on by Mrs. Bullock, at the old stand.

Arthur G. Stanway, son of the late Geo. Stanway, grocery hroker, Toronto, is carrying on the husiness under the old store name of Geo Stanway & Co.

J. N. Joseph, representing John Moir & Sons, Ltd., London, E.C., England, has heen in Toronto some time calling on the trade. He left on Thursday for Montreal.

Percy F. Millman, formerly with W. H. Millman & Sons, has joined Donkin & Co., grocery brokers, Vancouver, B.C. Mr. Millman recently joined the ranks of the henedicts.

Charles Walter, Hamilton, Ont., has been awarded a prize of $100 in gold by the Horton Cato Mfg. Co., Detroit, at the annual meeting of their salesmen, for having sold the greatest amount of Salad Dressing of any of their travelers. Mr. Walter covers both Eastern and Western Canada.

A hranch of the Retail Merchants Association of Canada was formed in Belleville, Ont., with the following officers: President, D. V. Sinclair; First Vice-President, H. E. Fairfield; Second Vice-President, Fred. B. Smith; Secretary, C. B. Scantlebury; Treasurer, E. G. Frederick. The Dominion Secretary, E. M. Trowern, of Toronto, delivered an address on the work of the association.

F. C. Higgins, F. L. Giles, F. Spooner and E. C. Matthews, four Toronto grocers from the Retail Merchants' Association, with Secretary E. M. Trowern, went hefore the Property Committee of the Toronto Council on Tuesday to express their opinions re the opening of more farmers' markets. They opposed the scheme, Mr. Higgins declaring that the retailer is blamed hy the press unfairly for the high cost of living. "There is no class in the community," he said, "performing a hetter service to the public than the retailer, and none poorer paid. The retailer is not robbing. He is performing a puhlic service at a small cost."

C. H. Crysdale & Son, grocers, Oshawa, Ont., have disposed of their grocery and crockery husiness to E. Lick, who will sell off the stock and remodel the huilding to he used as an up-town office for the C.P.R.. Mr. Crysdale, Sr., came from Northport, Prince Edward County in June, 1877, and started in the fruit and confectionery business in Oshawa. He carried that on for 2 years until the business grew so large that he had to acquire larger premises. He then bought a building on Simcoe St., adding groceries and crockery to his stock. Eight years ago he took his son into the business. Apart from the crockery and grocery business they handled a large quantity of fruit, fish and flowers. Mr. C. H. Crysdale is a Justice of the Peace, and is now acting as police magistrate.

Western Canada.

J. Paterson, grocer, Winnipeg, sustained loss by fire recently.

Estate of Jean P. Ledger, grocer, Saskatoon, Sask., has been sold to H. Ross.

John McMillan, general merchant, Minnedosa, Man., is succeeded by Le Page Bros.

The Yorkton Supply Co., general merchants, Yorkton, Sask., have sold to W. D. Dunlop.

Wood & Green, grocers, Calgary, Alta., have dissolved partnership, G. I. Wood continuing alone.

The Dilke Trading Co., general merchants, Dilke, Sask., are succeeded hy Hagedon & Beemer.

The National Railway Association is considering the opening of a co-operative store in Winnipeg. The usual statements are made by the promoters that it will reduce the cost of living some 15 per cent.

The Vancouver, B.C., Retail Grocers' Association will hold its annual convention on Monday and Tuesday, February 24 and 25, during the pure food and industrial exhibition arranged to be held hy the association from February 17 to March 1. In a general letter Thomas Connor, secretary to the association, requests that all grocers living within a radius of 100 miles of Vancouver, whether belonging to the association or not, avail themselves of the opportunity to attend the exhibition which, it is claimed, will he unique in this part of the country. Providing the merchants attend one hundred strong from outlying points, the railway companies will make the concession of allowing a single fare ticket good for the return journey. Referring to the desirability of all grocers taking a practical interest both in the convention and the exhibition and the need in their own benefit and the trade in attending, Mr. Connor says: "It should not he difficult for one hundred to attend when we consider that upwards of thirty grocers can he expected from our neighhoring city, New Westminster, and possibly thirty additional from the city of Victoria and other Vancouver Island towns."

CALENDARS FOR 1913.

The Canadian Tungsten Lamp Co., Hamilton, Ont., have issued a striking 1913 calendar. The illustration is that of a woman shading one eye with her left hand and holding up an electric light hulh with the other. The calendar is lithographed in shades of hlue and red, and is of large size.

A large informative calendar has been issued from the office of the Commissioner of the Winnipeg Industrial Bureau. Several half-tone cuts in oval shapes are used to show the character of the buildings, the streets, crowds at celebrations, etc., all of which are quite interesting. Winnipeg's growth is also depicted by several forceful illustrations.

Another Decline in the Price of Sugar

Ten Cents a Hundred Taken off Prices to the Trade—Now at $4.50 on Montreal Basis—Weak Situation in Raw Market Principal Cause — Rangoon Rice and Tapioca Down—Patna Rice Firmer—Syrups Selling Freely.

QUEBEC MARKETS.

POINTERS,—

Sugar—Declined 10c.

Teas—Low grades firmer.

Syrups and molasses—Weak.

Rice—Decline of 20c in Rangoons.

Montreal, Jan. 30.—There is a nice volume of business passing and the houses here are busy. There are rumors of still lower prices on sugars, and syrups and the situation seems to be the main topic of interest in the trading here.

SUGAR.—As predicted last week sugar declined 10c on Monday, and there is still an uncertain tone to the market with further declines freely predicted. When the price of raw sugar went down some time ago, refined sugar did not follow, and in face of the enormous sugar crop of this year which is about 3,000,000 or 4,000,000 pounds greater than the world's crop of last year, the prices could not be maintained and it is predicted that sugar will even drop further. It should decline, say some, to be on a par with the present raw sugar prices.

The world's crop this year is said to be a record breaker and while the consumption has materially increased it will not be sufficient to take care of the surplus and hence it seems probable just now that sugar will be cheaper when the farmers begin to liquidate their crops. There is a downward tendency to the market and prices seem to seek a lower level. Stocks in jobber's and dealer's hands are light as buying is limited with such uncertain conditions prevailing.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 45
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 85
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 85
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—In sympathy with the sugar market, syrups and molasses are easier, but no price changes are announced. The corn crop is also a bumper one and the tendency is downward. New molasses are being offered 30c lower with the opening of navigation and syrups will most likely follow suit. Trading is quiet.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—Dried fruits are not very active, but considering the season the volume of trade in this line is satisfactory. Prices are unchanged and conditions are about the same as last week.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07½
Evaporated peaches	....	0 09¼
Evaporated pears	....	0 12½
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 07
Dates, Hallowee, loose	....	0 05½
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10¼	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-50	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅞	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

TEA.—Ceylons are not as plentiful as last year and prices are stiff. In fact all grades are stiffer than last week and the low grades are advancing. Prices have not been changed as yet, but there is a firm tone to the market.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hysons	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—There is nothing of importance to report in the coffee situation this week. Prices remain the same as last week, and trading is fair, with a firm tone to the market.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27

SPICE.—Cloves remain very firm. In fact there is a decidedly strong tone to the spice market with a good amount of business passing.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 18
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 30
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Cloves, whole	0 30	0 35
Ginger, Cochin	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 10	0 11

RICE.—The ample supplies of rice have caused the prices to decline considerably. Rangoons have dropped 20c per bag, while Patnas have advanced in some grades and declined in others. New crops are heavy and are quoted 15c lower than prices quoted here for delivery on April 15th.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—There is no change whatever. Trading is dull and prices the same as last week.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	....	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 06½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

BEANS.—There is little doing in beans with prices a trifle lower.

Beans—		
Imported Vienna brown beans, bush.	....	2 75
Yellow beans, bushel	....	3 00
Ontario, 3 lb. pickers	2 60	2 65
Green peas	....	2 75
White peas	2 60	2 65

ONTARIO MARKETS.

POINTERS,—

Sugar—Decline of 10 cents.

Maple syrup—Moving well.

Rice—Decline in Rangoon.

Tapioca—Medium Pearl lower.

Toronto, Jan. 30.—The feature of the past week was decline in sugar of 10 cents, which occurred on Monday afternoon. This makes total decline of 25 cents per cwt. during January.

Business from the wholesalers standpoint is not extra brisk and will not be till March, but the usual good mid-winter trade is passing particularly in such lines as syrups, soups, beans, cocoa, neat extracts, etc. Collections are fair.

SUGAR.—It was intimated in last weeks' issue that sugar was somewhat weak. Since then a decline of 10 cents has occurred, bringing local quotation for standard down to $4.60. A year ago the price was $5.45 or a difference of 85 cents per hundred. The future of this market is of course uncertain. Considering the growing crop apart from everything else it is rather weak. Cuba expects a big yield and crop making there is progressing rapidly under favorable conditions. There is a belief, however, among some quarters that raws have pretty nearly reached rock bottom price. Be that as it may none entertain the belief that there will be any advance, so that buying from hand to month is order of the day. Just what will be done with the United States sugar tariff is in the minds of many and there is speculation too re exact character of the Reciprocity agreement with the West Indies with regard to sugar.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUPS AND MOLASSES.—Shrove Tuesday comes this year on February 11. That means 'pancake' Tuesday and therefore that maple syrup will be a big factor in sales first couple of weeks of the month. One wholesale firm reports receiving car of maple syrup this week and it is now being distributed. Sales are splendid too for corn and cane syrups as well as molasses.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 28
West Indies, half barrels	.... 0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—This market is quiet, more particularly this winter on account of abundant supply of apples. Everybody seems to be well stocked up with prunes and they are not moving as rapidly as desired. There are few, if any, Bosnia prunes on this market on account of cheapness of California stock, while last year considerable were handled. Bosnia prunes are too required in the war zone.

Hallowee dates are shade easier. Wholesalers are receiving a few sorting up orders but no large ones for dried fruits.

Prunes—	
30 to 40, in 25-lb. boxes	0 12½ 0 13¼
40 to 50, in 25-lb. boxes	.... 0 11¼
50 to 60, in 25-lb. boxes	.... 0 10¼
60 to 70, in 25-lb. boxes	.... 0 09
70 to 80, in 25-lb. boxes	.... 0 08½
80 to 90, in 25-lb. boxes	.... 0 08
90 to 100, in 25-lb. boxes	.... 0 07½
Same fruit in 50-lb. boxes, ¼ cent less.	
Apricots—	
Standard, 25-lb. boxes	.... 0 13
Choice, 25-lb. boxes	.... 0 16
Peaches—	
Standard, 25-lb. boxes	.... 0 10
Choice, 25-lb. boxes	0 11 0 12½
Candied Peels—	
Lemon	0 11 0 12¼
Orange	0 12 0 13
Citron	0 15 0 18
Tapnets	0 04½ 0 04½
Bag figs	0 06 0 07
Fancy box figs, according to size	0 10 0 15
Evaporated apples	0 07 0 07¼
Currants—	
Fine Filiatras, per lb.	.... 0 07
Choicest Amalas, per lb.	.... 0 07½
Patras, per lb.	.... 0 07¾
Choice Vastizzas	.... 0 10
Shade dried Vostizzas	0 10½ 0 11
Cleaned, ¼ cent more.	
Raisins—	
Sultana, choice	0 10 0 12
Sultana, fancy	0 12 0 14
Valencias, selected, new	0 09 0 09½
Valencias, old stock	0 07½ 0 08
Seeded, 1 lb. packets, fancy	0 07½ 0 07¾
Seeded, 1 lb. packets, choice	0 06¾ 0 07
Dates—	
Hallowee', full boxes	.... 0 05
Hallowee', half boxes	.... 0 06½
Fards, choicest, 12-lb. boxes	0 08½ 0 09½
Fards, choicest, 60-lb. boxes	0 07 0 07½
Package dates, per pkg.	0 06½ 0 07½

TEA.—A cable received on Tuesday from London, Eng., reports market for good Ceylons up a little. Tea is firm and will remain so for good length of time at least.

COFFEE.—While coffee occasionally becomes a shade easier on primary markets, there can scarcely be anticipated anything permanent in this direction. The valorization people have the market well in hand and if anything advances should be the rule.

Rio, roasted	0 21 0 23
Green, Rio	0 20 0 20
Santos, roasted	0 24 0 26
Maricaibo, roasted	0 25 0 26
Bagotas	0 27 0 28
Mocha, roasted	0 30 0 32
Java, roasted	0 32 0 36
Mexican	0 27 0 28
Gautemala	0 26 0 28
Jamaica	0 24 0 26
Chicory	0 11 0 13

SPICES.—Spices are not moving very rapidly—just the usual between season call being experienced. Clove situation as reported previously is on firm side.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	30—32	1 08—0 95	..—1 08
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83

RICE AND TAPIOCA.—Rangoon rice is lower this week a little, but Patnas have stiffened up ½ cent a pound. As hinted at last week the expected decline in medium pearl tapioca has occurred, some wholesalers shading their prices this week half a cent. Seed tapioca is down the same proportion.

	Per lb.
Rangoon, per cwt.	3 70 4 00
Fancy rangoon	.... 0 05¼
Patna	0 06 0 06½
Japan	0 06 0 08
Java	0 06½ 0 07
Carolina	0 08 0 10
Sago, medium brown	0 05½ 0 06
Tapioca—	
Bullet, double goat	.... 0 09¼
Medium, pearl	0 06 0 06½
Flake	.... 0 06
Seed	0 06 0 06½

NUTS.—Apart from the usual trade in shelled nuts there is little of interest in this market.

Almonds, Formigetta	0 15 0 16
Almonds, shelled	0 35 0 36
Almonds, Tarragona	0 15 0 16
Walnuts, Grenoble	0 16 0 16½
Walnuts, Bordeaux	0 13 0 13½
Walnuts, Marbots	0 14 0 15
Walnuts, shelled, fresh cracked	0 29 0 30
Walnuts, shelled, new	0 35 0 36
Chestnuts, Italian, large, lb.	.... 0 12½
Chestnuts, Canadian, peck	.... 2 25
Filberts	0 12 0 12½
Hickory nuts, per lb.	.... 0 07
Pecans	0 18 0 20
Brazils	0 15 0 16
Peanuts, roasted	0 10 0 13
Peanuts, green, extras	.... 0 08½
Peanuts, green, jumbo	.... 0 10

BEANS.—Canadian beans are still taking a back seat, giving way to Austrian which practically every wholesaler is handling. Some mean men hint that Canadian farmers have fairly good supplies of beans on hand and that many of these are of good quality. There is no doubt a large quantity of inferior stock.

Beans, Canadian—		
Prime beans, per bush.	2 60	2 65
Austrian, medium, bush.	....	2 75
Austrian, hand picked, bush.	....	3 00

MANITOBA MARKET.

POINTERS,—

Sugar—Down 10 cents.

Japan rice—½ cent per lb. advance.

Evaporated apples—¼ cent decline.

Winnipeg, Jan. 29.—(Corrected by Wire).—All travelers are now out on the road and wholesalers report orders coming along in good volume. The much colder weather of the last two weeks has on the whole stimulated trade especially in the city retailers business.

Prices in staple lines are steady, but important reductions are considered probable in the near future. Sugar in fact went down on Monday.

The proposal to establish a public produce market here seems likely to be realized and in this connection it is the intention of those behind the scheme to ask for legislation to prohibit hawking and peddling in the city.

SUGARS.—A further reduction in prices took place on Monday afternoon. The reduction was 10 cents which makes decline of 15 cents during January.

Montreal and B.C. granulated, in bbls.	5 15
Montreal and B.C., in sacks	5 10
Montreal and B.C. yellow, in bbls.	4 75
Montreal yellow and B.C. yellow, in sacks	4 70
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Maple syrup is generally a good seller during Lent and at the opening of the season is a good line to feature. Corn syrup is steady.

2 lb. tins, per case	2 13
8 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—Evaporated apples are announced as ¼ cent per lb. cheaper. All lines of dried fruits are steady, but there is an opinion prevalent in certain quarters that prices as at present will not stand.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05¼
90-100s, 10s, s.p.	0 05
80-90s, s.p.	0 06
80-90s, 10s, s.p.	0 06½
70-80s, 25s, s.p.	0 06⅝
70-80s, 10s, s.p.	0 07
60 70s, 25s, s.p.	0 06⅞
50-60s, 25s, s.p.	0 07⅜
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¾ 0 09½
Smyrnas	0 13 0 15
Currants—	
Dry clean, per lb.	0 07⅛
Washed, per lb.	0 07⅝
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEES AND TEAS.—Nothing new to report in teas and coffees here. Demand is quite up to average.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 11¼
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 35 0 45

BEANS.—Beans are steady, but split peas are down 25 cents per sack. Pot barley is 20 cents cheaper. Market in all similar lines has an easier tone.

Beans, hand-picked, per bushel	2 95
Beans, 3 lb. pickers, per bushel	2 85
Split peas, sack, 98 lbs.	4 00
Whole peas	2 90

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Jan. 29.—Markets have remained about same during past week. There is, however, a weaker tendency in many commodities. Sugar of all grades have weaker to lower tendency. There is little buying going on. Large arrival of foreign beans has weakened market prices being cheaper and will steadily decline. Flour is weaker with slow demand and light stocks. Oatmeal is in better supply and is 25 cents lower. Cornmeal is easier with better supplies. Barrelled pork and beef are in demand on account of small sales to lumbermen this winter.

Bacon	$	$0 15
Beans, hand picked, bushel	2 80	2 85
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 32	0 36
Butter, creamery, per lb.	0 28	0 30
Buckwheat, W., grey, bag	2 75	2 85
Cheese, new, lb.	0 14½	0 14¾
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	0 45	0 50
Eggs, case	0 30	0 31
Flour, Manitoba	6 25	6 35
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 14½	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	24 00	24 50
Pork, American clear	25 00	27 00
Potatoes, barrel, new	1 80	2 25
Raisins, California, seeded	0 07¾	0 08½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 40	4 70
Austrian granulated	4 50	4 60
Bright yellow	4 40	4 50
No. 1 yellow	4 10	4 20
Paris lumps	5 50	5 70

NOVA SCOTIA MARKETS.

By Wire.

Halifax, Jan. 29.—Business with the wholesale grocer is only fair, poor roads due to lack of snow interfering with trade. Sugar is down 10 cents, standard granulated being now $4.70 and bright yellow $4.50. There is an upward tendency to pork products.

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Jan. 29.—Eggs are on the downward track here having dropped 20 cents per dozen during past fortnight. Butter supplies are limited. Dried fruits are on the firm side owing to the freeze in California. Lard took an easy turn recently dropping ¾ of a cent.

Butter, creamery, per lb.	....	0 33
Currants, Filiatras, per lb.	....	0 08½
Currants, Vostizzas, per lb.	....	0 10
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's.	....	1 45
Cornmeal, per barrel	....	4 30
Eggs, per dozen	0 33	0 45
Flour, Manitoba best, per bbl.	....	6 60
Oatmeal, std., per sack	....	1 90
Potatoes, local, ton	....	15 00
Potatoes, Ashcroft, ton	....	21 50
Raisins, Cal., fancy, per lb.	0 06	0 07
Rice, Japan, per ton, No. 1	....	112 50
Rice, Japan, per ton, No. 2	....	90 00
Salmon, Sockeye, per case	....	10 25
Sugar, std., granulated, per cwt.	....	5 55

Following items are from The Canadian Grocer of February 3, 1893:—

"The first canned tomatoes are said to have been introduced in 1848. The man who had the honor of doing it was the late Harrison W Crashy, and his first stock sold at 50 cents a can."

Editorial Note.—Canned tomatoes are now, of course, a staple article of diet, with the price naturally down a great deal since they were first placed on the market.

* * *

"The total loss by fire, in London, Ont., during 1892 was $32,000, and the total insurance thereon was $600,000. There were 133 fires in all, and in only three instances was there no insurance held on burned property. Good for the Forest City."

Editorial Note.—Since twenty years ago London has been blessed with considerable progress, her population being now some 54,000.

* * *

"Typesetters have their types so arranged in the case that the letters which are most used will be nearest at hand. For instance, "a" is nearest of all, not because it is the first letter of the alphabet, but because it is often in request. Thus muscular action and time are economized. Goods most frequently in demand should be where they can be got at with the least labor."

Editorial Note.—This advice in The Grocer of two decades ago more than holds good to-day. Conservation of motion is now practised by all the large firms.

FEW RATS IN THE WEST.

In view of the recent article in The Grocer from Henry Johnston, Jr., on the rat nuisance, it is interesting to note that out through the prairie provinces of Western Canada there are practically no rats. A Brandon, Man., grocer told a representative of this paper that rats are as scarce there as hen's teeth, and that so far as all reports were concerned there had only been one rat killed in Brandon. Around Weyburn, Sask., they are unknown.

THE RAT NUISANCE.

Dealer Tries Many Methods to Get Rid of Rats But Cannot—Methods of Others Wanted.

Editor, Caadian Grocer:—In a recent issue of The Canadian Grocer, I noticed an article called "Stopping the Rat Nuisance." Now, I only rent my building and a pretty old one at that, and there is little chance of getting new concrete floors, doors, etc. I'm overrun with rats. I have tried all kinds of poison, traps, cages, etc. I heard that the smell of guinea pigs would drive them away, so I got a couple of pigs, had them for six weeks, but they disappeared the other day, and guess Mr. Rat took a fancy to them. Could anybody give me a good practical receipt for getting rid of the rat nuisance under conditions I mention.

READER.

Editorial Note.—It is undoubtedly a pretty difficult problem to successfully eliminate rats without the use of concrete. If a cement basement floor could be secured for the above store—through the generosity of the owner of the building—there would be an effective barrier as rats cannot get through concrete. But with adjoining buildings, it is a hard proposition to check the rodents permanently unless the basement is made absolutely rat-proof. If any reader of The Grocer has succeeded in doing this, his methods would be much appreciated.

If there is no concrete to stop the rats, the next best thing is to place the goods in the warehouse and store so that no damage can be done to them. In the latter, bins with the corners protected with metal or completely lined with tin are an effective check. Wooden bins, however, are of little use. In the warehouse goods such as cereals, biscuits and everything tasty to the rat, but not in tins, must be placed in receptacles through which the rat cannot gnaw. Some merchants use large boxes with the corners lined with tin in which to store such goods. These are placed off the floor in such a position that a rat cannot get an opportunity to do any damage, and the tops are covered. If every article of food could be protected in some such manner as this, the vermin would have to seek their daily bread elsewhere.

The letter from "Reader" opens up an interesting discussion and views of other merchants will be gladly published.

NEIL CARMICHAEL,
Elected Vice-President of the Toronto Retail Grocers' Association at January annual meeting.

WANTS WAGES PAID WEEKLY.

Sault Ste. Marie Dealer Believes This Would Insure Better Payment of Debts

Editor Canadian Grocer: — "I am in entire sympathy with the proposal of the retail grocers," writes a Sault Ste. Marie, Ont., grocer, "so ably advocated by your paper, to seek legislation with the object of having monies accruing dishonest debtors in excess of ten dollars, subject to garnishee. Personally, however, I do not believe, if it is secured, that it will be of much service to the retailers. My experience has been that collections made through the Division Court as a rule do not compensate a man for the worry, trouble, and time lost, to say nothing of the expense often incurred without any result.

"If the Government would make it obligatory on all corporations and employers of labor to pay their employes weekly, it would produce results far more satisfactory, in my opinion, than any amendment to the garnishee law, and for this reason, the grocer, if he succumbed to a 'hard luck story,' would only be held up for one week. If, at the end of the week, a settlement was not forthcoming, he would know where he was at, and he would lose only one week's supplies instead of four, as the writer frequently has, under the prevailing monthly pay day arrangements.

"For the benefit of your readers, I may state the following:—A grocer in the neighboring city of Sault Ste. Marie, Mich., says that a few years ago the Legislature of his State passed a law in the interest of food purveyors, allowing them all monies due debtors in excess of seven dollars per week in the case of married men, asd four dollars of single men.

"This may look like class legislation, but it met with general approval. Previously, there was absolutely no protection for the retailer. If Michigan finds this satisfactory, Ontario should not object to legislation along somewhat similar lines, and at the same time we should try to have wages paid weekly in all cases."

SAULT RETAILER.

TO TEACH FRUIT PACKING.

Vancouver, B.C., Jan 30.—Wholesale fruit men saw 1912 close without regret in one way. They are the much abused middlemen against whom so much adverse criticism has been levelled in the daily press during the past twelve months. They all wish that they could bank the abuse they have received against the losses sustained from badly packed British Columbia fruit and vegetables. However, such a condition of affairs is likely to be remedied in the near future for the provincial government is arranging for schools throughout the province at which competent men will be employed to teach the growers how to properly pack their products.

W. R. BUTCHER,
a St. Mary's, Ont., grocer, Mayor-elect of that town.

W. N. Reid, grocer, Alexander, Man., has sold his stock to T. E. Morris.

The explosion of coal gas in a heater stove was the cause of the burning of the general store of F. J. Searles, Floral, Sask. The building was valued at $2,000 and merchandise at $5,000, both being covered by insurance.

Frost Damage Placed at Over $15,000,000

California Citrus Fruits Estimated to Have Suffered That Much — First Estimates Were $40,000,000—Oranges and Lemons Firming on Canadian Market — Many Imported Vegetables Coming in and Selling Well.

The frost in California is being held responsible for advances in oranges, lemons and grapefruit. The latter is firming up because of the attention turned to it in view of the frost damage.

As definite knowledge of the damage, however, begins to come in, it is seen that it is much less than originally reported. First newspaper reports placed it at $40,000,000, but it is down now to from $15,000,000 to $20,000,000. After the frosty night which caused the havoc among the orange groves, rain set in, lasting nearly a week with comparatively cold weather. This drew out the frost without causing the damage that a hot sun would have wrought. Many growers who at first thought everything was ruined now find a lot of good fruit inside the foliage. Of course there is a shortage and real good California navels will come high. Lemons were hurt more in proportion than oranges, because of their more delicate character. The frost cannot be drawn out of them so readily as from oranges.

Considerable new fancy imported lines are to be seen in wholesalers establishments. There are new potatoes from Bermuda, wax and green beans, Cuban tomatoes, California pears and bitter marmalade oranges. Apples are plentiful and easy.

MONTREAL.

GREEN FRUITS.—The apple market is improving and prices are firmer with no changes recorded. Few apples are being exported, but the local demand has increased. Bitter oranges are coming in now and for them there is a good demand. They are quoted at 50c per quart and the quality is exceptional. The berries are large and well formed and of delicious flavor. A few mushrooms are coming in. Lemons are firm and are quoted at various prices ranging from $3 to $4 per case, but the tendency is upwards. There is a shortage in New York with prices ranging as high as $5.75 per case. This will have the effect of strengthening the market here.

Apples, fall, No. 1	2 75	4 50
Apples, fall, No. 2	2 25	3 50
Bananas, crated	2 00	2 50
Cranberries	11 50	14 00
Grape fruit, Florida, case	3 50	4 00
Lemons	4 00	4 50
Oranges, California navels	3 50	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexican	3 25	3 50
Pineapples, Cubans, cases of 24	4 50	6 50
Almeira grapes	6 00	7 50

VEGETABLES.—Celery is coming in this week and the samples shown are very fine indeed. The price is ranging from $5.75 to $6.25 with from three to six dozen bunches in a crate according to quality. Other vegetables are in light demand with prices unchanged from last week. Tomatoes are still at the same price.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	....	5 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 00
Cauliflower, doz.	....	2 75
Celery, per crate (3 to 6 doz.)	5 75	6 25
Cucumbers, basket, per dozen	....	2 50
Peppers, green, basket	....	2 50
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 50
Potatoes, bag	1 00	1 05
Spinach, bbl.	....	2 75
Parsnips, bag	3 00	3 75
Tomatoes, hotbouse, lb.	....	0 35
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—There is still considerable talk about the recent California frost. It has firmed up orange and lemon prices and to some extent grape fruit. Lemons are quoted this week from 25 to 50 cents case higher and Mexican oranges are also up. Bitter marmalade oranges are on market from the east selling at $2.75 per case. Grapefruit is moving well on account of its comparative cheapness and now that quantity good navel oranges will be cut down, the fruit should continue to sell well. Apples are quite plentiful and strawberries are still coming in from Florida in fairly large quantities considering season and price.

Apples—		
Spies, per barrel	3 00	4 00
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bb..	2 50	3 00
Greenings, No. 2, per bbl.	....	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per buncb	1 75	2 25
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Grapes, Almeria, per keg	6 50	8 00
Hothouse grapes, per lb.	....	0 90
Grapefruit, sizes 54, 64 and 80, per case..	3 25	3 75
Kumquots, per quart	....	0 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	....	3 25
Navels, per case	3 25	3 75
Mexican oranges, per box	....	2 75
Oranges, bitter, case (200 and 160)	....	2 75
Pineapples, per case	4 00	5 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Persimmons, per case	....	2 50
Pomegranates, per keg	....	4 00
Strawberries, per quart box	0 50	0 60
Tangerines, per strap, 2 boxes	4 00	5 50

VEGETABLES.—There is wide range of imported vegetables on market with good movement in spite of price. No doubt the mild weather has had much to do with demand. Onions are good sellers and are fairly cheap on account of good crops last year.

Beans, wax and green, hamper	....	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	....	1 10
Carrots, per bag	0 45	0 65
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)	....	1 25
Celery, California, per crate	....	7 50
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	....	2 50
Lettuce, doz. bunches	....	0 40
Lettuce, Boston heads, hamper	....	3 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Peppers, green, basket	....	0 60
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 90	1 00
Potatoes, New Brunswick	1 00	1 10
Parsnips, per bag	....	0 75
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Turnips, per bag	0 25	0 50
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Cuban, case	....	5 00
Sweet potatoes, 50 lb. hamper	....	1 50
Cauliflower, hamper of 15 to 25	....	4 00

Approach of Lent Stimulates Fish Sales

Mild Weather Has Tended to Affect Fish, But Trade is Now Picking up—Frozen Lines Best Sellers—Halibut Scarce and Prices are Firming—Some Good Catches of Haddock off Nova Scotia.

News of the abundance of haddock come from Halifax and in view of opening of Lenten season next Wednesday, this news will be acceptable to trade in view of shortage of halibut, white fish, etc. Lobsters are, however, scarce, as are also Cod.

Wholesale dealers are finding good call these days for frozen and smoked fish, particularly after the cold weather set in on Monday and Tuesday. They are easily handled by retail trade and the weather was not so stormy that the people couldn't get out to see what the retailer had. Approach of Lent has certainly improved things all round.

MONTREAL.

FISH.—The supply of Halibut is still scarce and will remain so now until the fishing commences again in the early part of March. With good weather conditions it is probable that Newfoundland fisheries will begin operations in early February and that fresh Halibut will be landed on the local market here early in March. A few Haddock and steak Cod are arriving from local fisheries and a few Western lake fish are being sold, but the bulk of the trade is in frozen fish.

The demand is good, but the size of orders is not as large as expected and is due to weather conditions as dealers are afraid to stock heavy during mild weather. Stocks on hand are comparatively light and in the event of colder weather and increased demand, prices will surely advance, but with continued mild weather the conditions are liable to be reversed.

The scarcity of Halibut is still one of the main topics on the market. Boston quotes 14c, which is also the price quoted from New York.

Pickled fish are moving freely with prices rather firm. Smoked haddies, bloaters, and kippers are in good demand and the stocks of these lines are ample to take care of the trade. Bulk and shell fish are in weak demand.

FRESH AND FROZEN.		
Flounders	....	0 05
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 14	0 15
Large herring, per 100	....	1 80
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	0 11	0 12
Herring, frozen, per 100 fish, medium	....	1 75
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	....	0 08
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 12
B. C. red salmon	....	0 10
Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 10
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed) bullheads, per lb.	....	0 09
Black Sea bass	....	0 12
Fancy bluefish	....	0 13
Fancy weakfish	....	0 10
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.		7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle		6 00
Shredded cod, 2 doz., in box, per box		1 80
Boneless strip cod, 30-lb. box		0 10
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs.		10 00
New Labrador herring, per bbl.		5 75
New Labrador herring, per half bbl.		3 10
No. 1 mackerel, pail		2 00
No. 1 mackerel, half bbls.		8 50
Lake trout, kegs		7 00
No. 1 green haddock, per 200 lbs.	7 50	8 00
Salt eels, per lb.	....	0 06½
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Salt eels, per lb.	....	0 06½
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	7 00
SMOKED.		
Bloaters, box		1 10
Yarmouth bloaters, fancy, per box		1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07	0 07½
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 13
Kippers (small), per box of 50 fish		1 25
Smoked salmon, per lb.		0 22
Boneless smoked herring, 4 lb. boxes, per lb.		0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60

TORONTO.

FISH.—Qualla Salmon is about the only line at all plentiful on this market, and prices on it are being shaded. Halibut is still scarce and within week or so will probably take an advance. Oysters are moving out well and with Lent opening out next week frozen and smoked fish will have especially good run.

FROZEN FISH.		
Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	0 08	0 09
Sea herring, per 100	2 00	2 50
Lake Superior herring, per 100	....	3 50
Cod, per lb. straight	....	0 06
Haddock, per lb. straight	....	0 05
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	....	0 07
Pickerel, per lb. straight	....	0 09
Lake Erie herring, per lb. straight	....	0 06
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Catches of haddock at this season of the year are unprecedented. During the past week big hauls were made. The fish are plentiful, and the fishing industry has received great stimulus as a result.

All the smoke houses are running full time, and large shipments of the fish are being made to the American and upper Canadian markets.

Dealers report a scarcity of lobsters. Halibut and cod are also scarce. There is a better demand for pickled herring, and some good stock cured in Newfoundland is now in the hands of the local dealers.

Oysters are in fairly good demand, bulk stock being the heaviest sellers. Some small receipts of smelts are noted.

WINNIPEG.

FISH.—Labrador herrings are quoted at an advance. All other lines are steady. Dealers expect good Lenten trade. Oysters are in good demand at prices unchanged.

Fish—	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 06½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 75
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

Practical Advice on the Care of Fish

Reasons Why Frozen Fish Should Not be Allowed to Thaw in the Sun and Then Freeze Again—Carelessness in This Respect Often Causes Loss—Suggestions on Handling and Displaying Haddie, Fillets of Haddie, Oysters and Ciscoes.

By R. R. Bothwell.

How often one sees displayed at the front of the grocery store an assortment of fresh and frozen fish. Particularly at this time of year they are put out there early in the morning by the clerks, when probably the weather is cold and freezing. At noon, when the weather moderates, they are well thawed out and remain in that condition during the early part of the afternoon, becoming slimy and sticky; but still they remain there in the same place—that is what have not been disposed of—till night, when they usually freeze again. They are taken in at night and put in a back room of the store or in the cellar, and in the morning are put out again to go over the same process as the day before.

Become Profitable Side Line.

Fish are a good paying side line for the grocer, but only so when he has the proper means of handling them. One window of his store, if he has two, should be devoted to this line, especially in the Lenten season. The window should have the proper lining and drip pipe. There is nothing so attractive as a white marble slab on which to display fish, but if circumstances will not permit, a tin lining is used very often. The sun should never be allowed to shine on the fish display, no matter if well iced, either on fresh or smoked fish.

Beware of Over-buying.

Another great mistake made by some merchants is in over-buying in this line. They seem to forget that fresh and smoked fish are not canned goods, and that they will not keep for months. The writer knows of one merchant who bought a whole case of halibut to save half a cent a pound, and before he was through with it he had to throw out between forty and fifty pounds. He was so disgusted with the fish business that he quit handling any more. Some dealers who do not care to handle any quantity of fish, and only handle a little smoked varieties, imagine they can stock these without any risk.

The Handling of Haddie.

They will place a box of haddie out at the door and probably half bury it with some other non-perishable article. That is often the reason they sell little fish. It stays at the door, rain or shine, and probably half is sold and the other half thrown out. Finnan haddie is as delicate a fish to handle—that is to handle properly—as a good many fresh fish.

Haddie will taint, smell strong and get sticky in a short time after being opened if not taken proper care of, and a good customer who buys a tainted fish from a grocer is almost as good as a good customer lost. The grocer might just as well have sent a pound of rank butter where good table butter was required.

Merchants should always examine every box or package of fish as soon as they receive them, and if not in proper shape should return them at once. It is not wise to do the best you can with them and get an allowance from the wholesale dealer. Haddie should be opened as required, not before, and if they have to be placed outside the door they should only be there while the weather is moderately cold, and when there is no sun shining. It is only necessary to show a couple of fish at a time, the remainder being kept in the box in the proper storage room.

The Display of Fillets of Haddie.

Fillets of haddie are even more delicate to handle than the ordinary finnan haddie, as they will get sticky after being opened very quickly, and should never really be exposed outside unless the weather is just right—that is, not freezing hard or thawing—but I think there is no better way than to have a large platter of this fish displayed inside the fish window.

Halibut also displayed, sliced up in steaks, makes an attractive display on a platter, and a fine fish window display can be made with these and other varieties with the assistance of a few green vegetables out of season, such as parsley, lettuce, cucumbers and tomatoes.

The Buying of Ciscoes.

Another change which has taken place in the cured fish business in the course of the past two years—and a change which every merchant should appreciate—is the manner in which most of the ciscoes are now being put up, viz., in boxes of fifteen pounds, at so much per pound. The merchant gets his weight and much superior fish, and he knows his actual cost, whereas in former years he bought a basket of ciscoes with a loose cover on it supposed to contain so many fish, at so much per basket. Unless he counted them he never knew where he was at regarding the cost per dozen. So I think it is up to the merchants everywhere to boost the box ciscoe, as it is a movement in favor of the retail trade's own interests.

For merchants handling quantities of fish a good plan, which one dealer I know of does, is to have a little book of fish recipes printed and mails one to each of his customers. There are so many different fish, and so many different ways of preparing the same, which quite a lot of fish users are unfamiliar with, that the amount of extra fish sold makes such a book a profitable investment. The fish jobber would be only too pleased to assist in the preparation of this booklet. A fish day calendar might also be included in it.

Oysters, too, require a lot of care and attention, and should be only handled by merchants who have proper display cabinets to show and sell them from. Oysters should be kept in a moderately cool place, and never should be allowed to become frozen, as when they thaw out they become ragged, sour and discolored. It is much better to keep the display cabinet just inside the store door, well iced or packed with snow, than to have it outside, especially in real cold weather. Methods of preparing and cooking oysters should not be overlooked if the dealer should be getting out a fish booklet.

BIG LONDON, ENGLAND, CONVENTION.

London, Eng., Jan. 30.—(Special)—Both the forthcoming Confectioners', Bakers' and Allied Traders Annual International Exhibition and Market and the Grocery, Provision, Oil and Italian Warehouse and Allied Trades' Annual International Exhibition and Market, to be held in London, in September next, celebrate their 21st Anniversary. Bearing in mind the attractive nature of the many schemes now receiving the consideration of the Directors, the Exhibitions this year promise to be the most successful ever held. These Exhibitions are visited annually by a large number of interested traders from the Colonies and the United States and also, of course, from the Continent of Europe, but bearing in mind the special nature of this year's Exhibitions a much larger number of friends from across the seas is expected.

Mild Weather Affects the Flour Trade

Little Snow Anywhere and Lack of Sleighing Retards Business —Flour Shade Weaker Than Last Report—Cereals on Quiet side With No Outlook for Change Either Way—Strong Demand for Cornmeal.

Demand has been fairly good for flour with the trade rather irregular. There have been no changes in prices and if anything, market is shade on weak side particularly when large quantities are called for. Wheat makes a move first one way and then the other so that it is difficult for the trade to keep their finger on it. One miller told The Grocer of how he recently took up a stenographer's entire time one afternoon straightening out statistics on wheat at different centres, only to receive at the conclusion of the work messages to the effect that a change had occurred. The figures were then useless.

The unseasonable weather all over Canada has had adverse effect on both flour and cereals. There is little or no snow anywhere and deliveries in wheat centres are slow.

MONTREAL.

FLOUR.—Prices remain the same as last week even though wheat has eased off. Owing to the increase in ocean freight rates bidding for export flour has fallen off and little flour is being exported. The local demand for flour is fairly good with a number of orders for car lots coming from country points which indicates that the stock in the jobbers' warehouses is small. This speaks well for the outlook for remainder of the winter and with the opening of navigation foreign demand will pick up. Ontario millers have been making larger offerings lately but the demand from the biscuit manufacturers has taken up the surplus. There is no change noted in the local market except that the firm tone of last week is not in evidence although the market remains steady.

Winter wheat, fancy patents, in bags	4 50	4 75
Straigbt rollers, in bags	4 30	4 50
Manitoba 1st Spring wbcat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

CEREALS.—There is no change in the quotations on cereals. Business is comparatively quiet for this season of the year and is partly attributed to weather conditions. However, there is a better undertone to the market than last week.

Cereals—	
Rolled oats, in 25 sack lots	$2 12½
Rolled oats, in single bag lots	2 22½
Standard oatmeal, in single bag lots	2 44
Granulated oatmeal, in single bag lots	2 44
Fine oatmeal, in single bag lots	2 44
(In 25 bag lots the price of tbe above is 10c lower.)	
Rolled wheat, in barrels	2 70
Hominy, in 98 lb. sacks	2 15
Cornmeal, In 98 lb. sacks	2 05
Rolled oats, in cotton sacks, 5c more.	

TORONTO.

FLOUR.—This market has been 'standing easy' for some time. Wheat with its usual changeableness has been going up and down with elevator regularity and flour has scarcely had time to move one way or the other. Considerable talk is still going on among millers as to raise in price of bread and some think it will move back to former figure. This would indicate no immediate raise in flour prices at least.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car ots, per ton	....	28 00
Flour in cotton sacks, 10c per barrel more.		

Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—There is nothing of special interest in rolled oats this week with prices as last quoted. The mild weather is having some effect on business on account of its unseasonableness. Cornmeal is cheap and prices on the weak side.

Rolled oats, small lots, 90 lb. sacks	....	2 22½
Rolled oats, 25 bags to car lots	....	2 12½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35½
Rolled wheat, small lots, 100-lb. bbls.	....	2 75
Rolled wheat, 5 barrel to car lots	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	....	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	....	1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Millers all report exceptionally good demand for bran this week. One reason is that corn is cheap and bran goes well with corn for feed. Orders in some cases have come in rather rapidly.

Bran, in car lots, per ton	....	20 00
Sborts, in car lots, per ton	....	22 00
Middlings	....	25 00

WINNIPEG.

FLOUR AND CEREALS.—Further declines in oatmeal and rolled oats are announced this week and from the condition of the market in oat futures, these reductions should hold. Cornmeal is also 20 cents per sack cheaper. Flour prices are steady. Demand fair.

Flour—	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	1 90
Standard granulated, 98 lbs.	2 40
Cornmeal, sack of 98 lbs.	1 75

WANT MAPLE SYRUP LEGISLATION.

A Quebec Agricultural Association Formed With Some Definite Objects.

Waterloo, Que., Jan. 30.—The Pure Maple Sugar and Syrup Co-operative Agricultural Association, recently organized here, has for its chief purpose the securing of Governmental legislation, "to encourage the cultivation and preservation of our maple orchards."

The following are among the suggestions of the association to bring about the results it desires:—

"By getting our laws changed in order to stop the selling of compounded syrups in the place of our maple syrups by deceitful names and devices.

"By asking our Governments to instruct the agricultural classes in the way of improving the quality of their output of maple products.

"If such Government aid is sufficient, by having yearly exhibitions of the maple products to show the consumers the difference in the products from the different ways of producing the goods and giving prizes to the competitors and exhibitors.

"By having schools in different sections of the country, where a certain number of boys can each spring get gratuitous instruction in the way of making syrup and sugar.

"By helping the members of the association in getting a market for their goods, by advertisements and such other ways as may be devised by the board of directors and the members."

Produce & Provisions

Eggs are Still on the Toboggan Slide

Prices on Large Market All Take Declines—Storage Eggs 12 Cents Dozen Less on Montreal Market Than Year Ago—Some Money Will be Dropped—Provision Market Has Firmer Tone—Creamery Butter Stronger But Dairy on Weak Side.

The weak situation in the egg market is still the feature of the market. During the week newlaids, storage and pickled eggs have dropped still lower the former selling to the retail trade at from 29 to 30 cents per dozen in Toronto and 30 to 35 in Montreal. In Montreal, at this time a year ago they were 45 cents and in Toronto 37 to 42 cents. Montreal storage which this week are quoted at 25 cents, were this time last year selling at 37 cents—a difference of 12 cents a dozen. Without doubt, the 'bottom is out of the egg market.' Last year's price for storage was probably a record for high prices while this year eggs are lower than usual due to the increase in receipts of new laids.

The butter market is rather weak with exception of creamery which has taken on firmer feeling and on Toronto market is selling cent more than last week.

Provisions are generally firm due to none too large receipts of hogs. Some higher prices would not be unexpected in near future. Price of pure lard, wholesalers should really be higher than it is according to hog prices, but with so many cooking materials now on market it is kept down. Butter, too, is comparatively cheap.

There has recently been more export call for cheese but still market is not strong. Stocks in Montreal are decreasing rapidly and it may be that much of what is left might be held over in anticipation of higher market. If the Democrats should happen to remove the duty there should be good market for cheese in the United States.

MONTREAL.

PROVISIONS.—Live hogs are scarce and are bringing $8.00 on foot while dressed hogs are selling at $13.50 for heavy and $13.00 for extra light. The American market is advancing and has caused the prices here to advance quite sharply. The tendency of the market is upward although lard has eased off a ¼ but this should soon give way to an advance as stocks are low and hogs are hard to get. Heavy pork is a little easier while smoked meats remain firm at prices quoted last week. The volume of business passing is fair and there is a very strong tone to the market.

Long clear bacon, heavy, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb	0 13½
Large sizes, 20 to 28 lbs., per lb	0 15
Medium sizes, 15 to 19 lbs., per lb	0 16½
Extra small sizes, 10 to 14 lbs., per lb	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
Bone out, rolled, small, 9 to 12 lbs., per lb	0 10
Breakfast bacon, Englisb, boneless, per lb	0 18½
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15½
Picnic bams, 6 to 12 lbs.	0 13½
Wiltsbire bacon (50 lb. sides)	0 17½
Cottage rolls, small, about 4 lbs.	0 16½
Boiled ham, small, skinned, boneless	0 24
Hogs, live, per cwt.	8 75 8 90
Hogs, dressed, per cwt.	13 00 13 25
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 14¼
Cases, tins, eacb, 10 lbs., per lb.	0 14¾
Cases, tins, eacb 5 lbs., per lb.	0 15
Cases, tins, each 3 lbs., per lb.	0 15
Pails, wood, 20 lbs. net, per lb.	0 14½
Tubs, 50 lbs. net, per lb.	0 14⅜
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 15¼
Compound Lard—	
Boxes, 50 lbs., per lb.	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb	0 10½
Pails, wood, 20 lbs. net, per lb	0 10
Pails, tin, 20 lbs. gross, per lb	0 09½
Tubs, 50 lbs. net, per lb.	0 09⅞
Tierces, 375 lbs., per lb.	0 09½
One pound bricks, 60 lbs. to case	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada sbort cut back pork, bbl., 45-55 pieces.	28 00
Heavy short cut clear pork, bbl.	27 50
Clear fat backs	28 00
Heavy flank pork, bbl.	28 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 15½
Plate beef, barrel	None offered
Cooked Meats—	
Jellied tongue, 10 lb. open tins, per lb	0 28
Headcheese, per lb.	0 10
English brawn, per lb.	0 12½
Jellied hock, 6 lb. tins, per tin	0 75
Cooked picked pigs feet (in vinegar), kits 25 lb., per lb.	0 07

BUTTER.—Creamery butter prices remain firm at prices quoted for last week. No New Zealand butter is being imported here as that market is higher and cannot be imported at a profit. The demand is fair with smaller receipts than last week. The receipts of butter for the past week were 1,042 packages as compared with the previous week show a decrease of 868 packages and 560 with the same week of last year. A few lots have been shipped to outside points and on the whole the business transacted is fair and the market quiet with an easy undertone.

Creamery blocks	....	0 30½
Dairy tubs, lb.	0 26	0 28

EGGS.—New laid eggs have dropped 5c as the result of the unprecedented receipts of fresh eggs. The supply of fresh eggs is greater than it has ever been at this season of the year and the outlook for the storage men is rather gloomy. The price on storage eggs is fluctuating considerably. Two thousand one hundred and eleven cases of eggs were received at the local market during the past week, as compared with 1831 cases for the previous week and 1,737 for the corresponding week of year ago.

New laid eggs, per doz.	0 30	0 35
Selects	....	0 25
No. 1's	....	0 22

CHEESE.—Prices remain firm with fair demand which will most likely increase with the coming of the Lenten season. Stocks on hand are quite heavy.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

POULTRY.—The poultry market during the past week was quiet with a steady undertone owing to the scarcity of incoming supplies.

Poultry, Dressed—		
Turkeys, per lb.	0 21	0 22
Ducks, per lb.	0 14	0 17
Chickens, per lb.	0 14	0 17
Fowls, per lb.	0 11	0 13
Geese, per lb.	0 13	0 14

HONEY.—There is no change in honey worth noting, business during the past week being quiet and prices remaining steady.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 11½	0 12
Buckwbeat boney	0 08	0 09

TORONTO.

PROVISIONS.—While there is little or no change in prices of hog products from week ago yet market has taken on firmer tendency all round. The reason is that hogs are not coming in freely enough to maintain present quotations without possibility of advances. As yet,

however, no changes have occurred but if the present firmness continues some prices are likely to advance. Lard is firmer than usual but is kept down by the cooking substitutes on the market. One packer remarked that lard "ought to be worth 16 to 16½ cents considering the strength of the hog market."

Smoked Meats—		
Light hams, per lb.	....	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13½	0 13¾
Lard, tubs, per lb.	....	0 14
Lard, pails, per lb.	0 14	0 14½
Lard, compounds, per lb., tierces	0 08¾	0 09¼
Live hogs, local	....	8 50
Live hogs, at country points	8 15	8 25
Dressed hogs	....	13 00

BUTTER.—Since week ago fresh creamery butter has taken on firmer feeling, local wholesale men having added on a cent per pound. There is a splendid demand for fresh butter and butter storage stocks are not overly large. Dairy butter is, however, weak and market remains quiet in view of the heavy make.

	Per lb.	
Fresh creamery print	0 31	0 33
Creamery solids	....	0 30
Farmers' separator butter	0 27	0 28
Dairy prints, choice	0 25	0 26
Dairy solids	0 23	0 25

EGGS.—And still they fall! Another couple of cents per dozen have been taken off newlaids this week, storage are down from 3 to 4 cents, and pickled down 4 to 6 cents. The reason, as has previously been explained, due to the excellent receipts of newlaids. This latter condition is largely attributable to the phenomenally mild winter weather of January. Everybody seems to have industrious hens and they are being well fed on account of cheapness of grain. Even if severe wintry weather should prevail during next month it could scarcely make eggs soar very much.

Eggs—		
Strictly new laid, per doz.	0 29	0 30
Storage, per doz.	0 20	0 23
Pickled, per doz.	0 18	0 20

CHEESE.—Cheese market is still quiet, but a shade better than a week ago. There is better export demand and more business is passing.

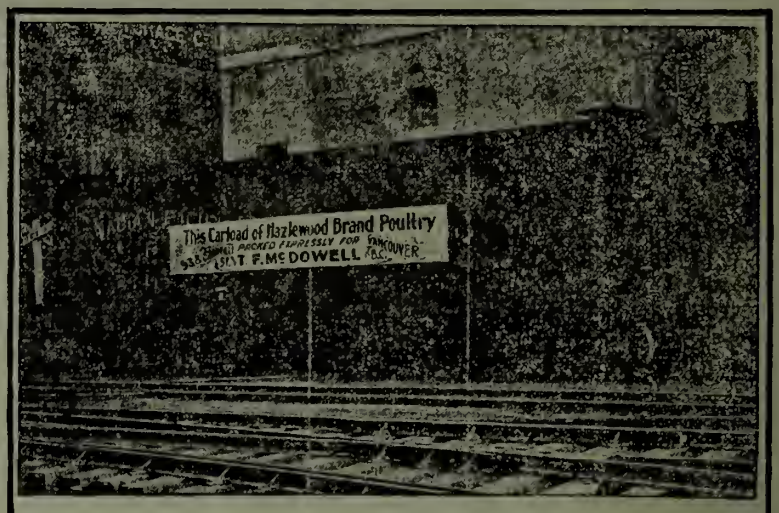
Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14¾	0 15¾
½ Twin	0 15	0 16
Stilton	0 16	0 16

POULTRY.—The poultry situation is of course, on the quiet side but considerable trade is passing particularly with hotels and restaurants where good quantities of cold storage stock are taken. Spring chickens, milk fed, are quoted this week at 15 to 20 cents.

Spring chicks, milk fed, lb.	0 18	0 20
Spring chickens, dressed, lb.	0 14	0 18
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

HONEY.—The mild weather and approach of the maple syrup season has caused holders of honey to become more active in moving off their stocks. There are, however, no charges and there is now little buckwheat honey for sale.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 65
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12¼
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 13
Buckwheat, 60-lb. tins, lb.	0 10½



HAZELWOOD BRAND — MORE THAN A LITTLE BETTER

A Carload, 30,000 Pounds

Hazlewood Brand Turkeys, Ducklings, Capons, Fancy Milk Fed Chickens, Broilers and Geese

Exquisite in quality. Killed only a few days. We guarantee every bird. The best is none too good for Vancouver. May we have your Christmas selections

SPECIALS IN GROCERIES.

Olives, according to sizes, reduced, per bottle, 5¢, 10¢ and ..... 15¢

Hawaiian Pineapples; value 35c per tin; one day only ..... 25¢

French Peas; value 30c per tin; one day only ..... 20¢

Campbell's Soups; value 12½c per tin; one day only ..... 10¢

Crawford's Short Cake; value 60c per tin; one day only ..... 50¢

Ripe Olives, in bulk (large); value 40c per pint; one day only ..... 25¢

FRUIT DEPARTMENT.

Apples; value $1.75 per box; one day only $1.50

Apples; value $2.25 per box; one day only $2.00

Jap Oranges; mammoth sizes boxes just arrived; per box ..... 50¢

CHRISTMAS NOVELTIES.

Santa Claus Stockings; value 90c each; one day only ..... 75¢

Santa Claus Stockings; value 60c each; one day only ..... 45¢

Christmas Tree Candles; per box; value 25c; one day only ..... 15¢

Christmas Tree Holders; per dozen; value 15c; one day only ..... 10¢

VEGETABLES FOR CHRISTMAS TO ARRIVE MONDAY

Brussels Sprouts. Green Peas.
Globe Artichokes. Green Beans.
Head Lettuce, etc.

IMPORTANT

Shop Early Saturday.
Leave your large grocery orders Saturday.
Buy your perishable articles Monday for Tuesday's early delivery.

T. F. McDowell

Grocer and Poultry Specialist

938---Granville Street---938

Three phones—Seymour 4329, 4330, 4331.

Prompt and Efficient Delivery.

Well arranged and well set newspaper advertisement showing value a Vancouver grocer places on his poultry department.

Specializes in Poultry

T. F. McDowell, one of whose newspaper advertisements is reproduced above, is a Vancouver, B.C. retail grocer, who specializes in poultry. He has been doing this for several years and has worked up an immense trade in this line, as the fact that he brought in a carload prior to Christmas will testify. Mr. McDowell strongly believes in the method of specializing in some particular line. It brings, he claims, trade to the store for other lines and if good quality and proper service are maintained, it means many repeat orders.

Some retailers make butter the feature and always insure to customers a quality that can be guaranteed. When one particular store in a town or city has the reputation for the best poultry, the best butter, the best cheese, etc., it is bound to soon become well advertised and a well advertised store has a splendid opportunity of becoming successful.

Don't Throw Money Away

by trying to cover the Western territory with salesmen who are only half acquainted with the ground, or who are totally ignorant of it. A territory only half worked might better be left alone. We have a large staff of representatives and five great warehouses in the best sections of the country, and are daily in touch with the entire Western trade.

Why not let us handle your accounts?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

Head Office—WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY

OLD CHEESE

We have a few, only a very few, old cheese left from stock of 1911. These are in prime condition and for value worth double the price of new cheese. If you want some of them, let us hear from you promptly.

We have also a few prime English Stiltons in fine condition.

F. W. FEARMAN CO.
LIMITED

Curers of "Star Brand"
Hams and Bacon

HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

ESTABLISHED IN 1842

TEAS

We are first-hand dealers in all grades, and our stock of Ceylons and Indians shows a big range.

	To retail
OWL CHOP No. 5, 1 and ½ lb. packets, boxes 30 lbs.	.25
OWL CHOP No. 10, 1 and ½ lb. packets, boxes 30 lbs.....	.35
OWL CHOP No. 30, 1 and ½ lb. packets, boxes 30 lbs.	.50

Packed in Colombo.

Best values you can offer consumers in full flavor Ceylon Teas.

"FINEST MOUNTAIN GROWN" — Flavory Orange Pekoe, 23 lb. boxes. Stock this line and you are sure to please your best customers.

DARJEELINGS and ASSAMS, in Chests — If you want high grades in these choice varieties, we have them. Ask for samples.

INDIAN PEKOES: Chests 100 lbs. — These not for style, but cup quality and strength.

We can offer you great values at prices from 17c lb. to 21c lb.

"NOLANDA" CEYLON GREEN YOUNG HYSON, in H.C., 60 lbs. net.

"RUCHIRA" CEYLON GREEN HYSON, No. 1, in H.C. 50 lbs. net.

We lead the market with these two well known brands.

Ask for samples and prices.

L. CHAPUT, FILS & CIE., LIMITEE

Importers

MONTREAL

PARIS PATÉ SANDWICH

The Acme of the French Cuisine

PARIS PATE
SANDWICH

has already a most extensive sale in France and throughtout Europe. This very dainty food product is now manufactured by the most expert French cooks in the spacious factory erected in Reading Street, Montreal, and has created a wide awake interest n the Wholesale and Retail Grocery trade.

The most exquisite amongst all delicacies is always ready for use. You simply cool it for a few minutes in cold water before opening the stamped and hermetically sealed box.

Taste it and you will always recommend it to your customers.

Retailers !

We are out to get acquainted with you, hence this offer:— Send us fifty cents and we will ship, freight prepaid, 6 tins of PARIS PATÉ as a trial lot.

We Advertise Extensively Our

PARIS PATÉ
SANDWICH

because we confidently anticipate the greatest possible success in the sales of **Paris Pate Sandwich :**

Because we use in its making only the finest meats and spices that money can buy, combined with the most exquisite French cooking.

Because its preparation is entrusted to expert French chefs and to specialists in every department of our large factory.

Because the best proof of **Paris Pate is in the eating :**

Eat It Once

and then you can't do without it.

RELIABLE AGENTS WANTED AT ONCE

We are open for correspondence from agents all over Canada, but will only consider those who have a retail as well as wholesale connection. **Write for territory now.**

Société Francaise de Spécialtés Alimentaires

Reading Street **Montreal, Canada**

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S. For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2. $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food. 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freigbt allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorbam & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doberty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (bot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 28
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemon ade, St. Nicholas, 50 qts.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs., 3-lb. bars, lb.	0 09
Case 25 lbs, 11-lb. bars, lb	0 08
Case 50 lbs. ¾-lb. bars, cs	3 75

"La Lune," 65 p.c. olive oil.

Case 12 lbs, 2½-lb. bars, lb	0 08½
Case 50 lbs, ¾-lb. bars, case	3 35

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett—	
Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large. cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI, C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case...	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's.)	.07½

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25. 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No disconnt for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freigbt to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s ..	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at ..	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at...	.42	.60
Gold Label, retail at....	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90
List Price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

FISH for LENT

Stock up with an assortment of high class fish for Lent which begins

February 5th.

Frozen Whitefish, Halibut, Qualla Salmon, Sea Herrings, Lake Herrings, Pickled Herrings, Trout, etc.

Codfish in packages in every style.

Long Island Oysters.

Everything the Best and the Best of Everything.

WHITE & CO., LIMITED

TORONTO and HAMILTON

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something that is really

EXTRA FANCY

in

CELERY

Let us supply you from our selected Fancy Florida Stock. This celery is nice, crisp, bright, well-bleached stock and will surely please your trade.

ORDER SOME TO-DAY

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and NORTH BAY

Established 1861

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If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.

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CARLISLE ENGLAND

Elgin Brand

PURE PORK SAUSAGES

Sausages are sausages you may say, but let your customers try Elgin Brand and you will find that their next orders will be Elgin Brand. It is quality and flavor that make Elgin Brand Sausages the prime favorite with particular people.

Elgin Brand Lard is pure and wholesome, and meets the requirements of the best trade.

Send for Post Card Order Book.

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LIMITED

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

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Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books

HOW WONDERFUL

it is in its doing towards turning the drudgery of washday into a veritable pleasure. Inexhaustive tests have proven it a sure and speedy cleanser for many and all kinds of fabrics, without injuring the most delicate.

Hard and pure, Wonderful Soap will do more work to the bar than any other soap

The market is good for such a useful washday wonder, and the profit well repays you.

ASK FOR PRICES.

THE GUELPH SOAP CO.

GUELPH :: ONTARIO

YOU will not be hard-hit by "non-sales" if your leader in sweeping compounds is the ***original*** SOCLEAN. Sweeping compounds are an absolute necessity. Be sure you are handling the best, SOCLEAN, the original and most effective of all.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

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WARNING!

CRESCENT BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

A Better Knowledge of

SNAP

will mean bigger sales, and more sales mean more profit.

SNAP HAND CLEANER

leads, being antiseptic and non-injurious to the most delicate skin.

Snap Used in the Bath

is an ideal refresher! Imparts that cleanly feeling which no soap can produce.

LEAVES THE SKIN SMOOTH AND SOFT

SNAP COMPANY, Limited

MONTREAL, QUEBEC

EGG
Cases and Fillers

Buggy Egg Carriers

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Car Lots or Dozens

???? Ask us about these Goods

Walter Woods & Co.
HAMILTON - WINNIPEG

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO

Cane's Washboards

The Best Value In Washboards That You Can Offer Your Trade

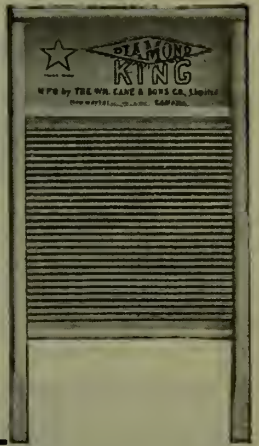
They stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

We manufacture washboards in 13 different styles and grades to suit every demand.

Write for catalog on on "Cane's Washday Woodenware"

Order from your jobber.

THE WM. CANE & SONS CO., LIMITED
Newmarket, Ontario



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High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

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BRAND STUHR.

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GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
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KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Headquarters for Maple Flavor
We can supply anything wanted in Maple Flavor
We can quote BETTER PRICES than you are NOW PAYING
Be sure and ask us to quote—it's to YOUR ADVANTAGE
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Manufacturing Chemist
86 FULTON ST., - NEW YORK

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MAPLEINE
And you'll see why you can safely recommend it.
Order of your jobber, or
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Mason & Hickey, 283 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

53 Highest Awards in Europe and America
WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

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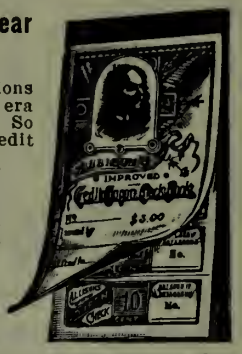
All indications point to a grand era of prosperity. So don't let the credit customer get too far ahead of you. If he pays up well you share in the general prosperity.



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will persuade him to pay up, and without offense.

HOW THEY WORK
A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized evrywhere as the best.
For sale by the Jobbing Trade Everywhere.
Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers, kindly mention having seen the ad. in this paper.

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Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

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125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
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Samples.
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183 pages, 5¾ x 8¾ inches.

PRICE $2.00

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Make your oil business as clean, pleasant and profitable as handling package goods. You can do it with a

BOWSER SAFE SELF-MEASURING OIL TANK

because there is no dripping of oil to waste your profits, soil your hands and taint sensitive goods. The BOWSER automatic stop cuts off the oil as soon as you cease pumping. The gauge shows how much oil is left in your tank; if you have to fill a can or tank of unknown capacity, it shows you at a glance how much to charge. Make up your mind to have an oil business instead of an oil nuisance! We'll show you how. Write for our FREE catalogue and learn why the merchants of this country are using over 750,000 BOWSER OUTFITS.

S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE **Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

JUST A LITTLE PUSH

Meadow-Sweet Package Cheese.

Here is a package cheese unequalled for price and QUALITY. Has a piquant flavor peculiar to itself.

Every customer a possible purchaser and

10c

is all it costs. Yet your profit is good.

Saratoga Chip Potatoes.

A specialty which sells on sight.

Mere curiosity invites a test by consumer, while

The lasting taste of goodness ensures repeats.

Potatoes chipped and cooked in pure olive oil.

Write for Samples

The Meadow-Sweet Cheese Co.
MONTREAL

Western Agents: John J. Gilmor & Co., Winnipeg

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case.$4.20
Banner Condensed Milk, 4 doz. in case...$5.00

J. Malcolm & Son, St. George, Ont.

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada.

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., Ltd., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

By Special Royal Permission.

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly.

After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

THE ELGIN
National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

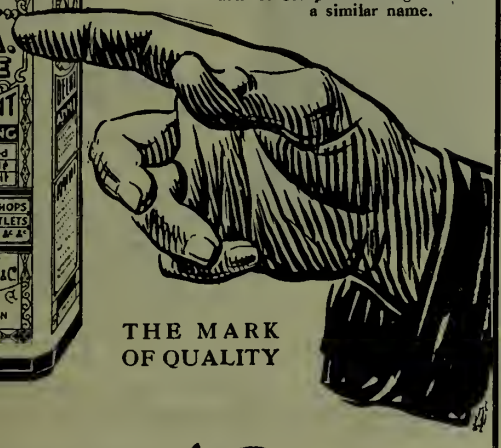
ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington Street, E. Toronto
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver

British America Assurance Company

INCORPORATED A.D. 1833.

HEAD OFFICE, TORONTO

(FIRE INSURANCE)

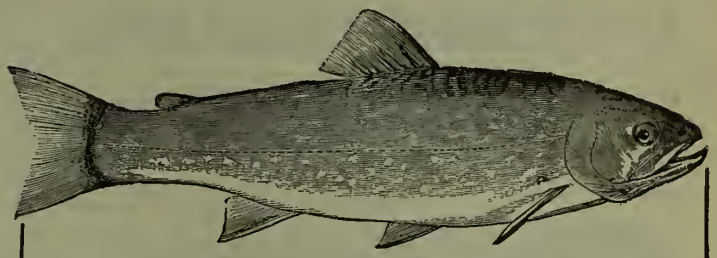
BOARD OF DIRECTORS:

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. R. McMikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,
Sir Henry M. Pellatt, E. R. Wood.

W. B. MEIKLE, GENERAL MANAGER.

Assets over - - - - - - - - - - - $ 2,000,000.00
Losses paid since organization over - - - 35,000,000.00

? Are You Well Supplied ? For the Lenten Season ?



A FISH 5 MINUTES FROM THE WATER

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing — immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

Our Chief Sellers:

¼ Oil Sardines	Kippered Herring
¼ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies (Oval and Round Tins)	Clams
	Scallops

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co.; Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Demand Exceeds the Output of Canada's Largest Pickle and Fruit Preserving Factory

"Sterling" Brand Sweet and Mixed Pickles, Marmalade, Jams, Lime Juice, Crushed Fruits, Extracts, Sauces, Catsups, and Relishes are the best of their kind on the market. Stock and sell only "Sterling" Brand and your profits will forge ahead rapidly.

THE

T. A. Lytle Co.

LIMITED

Sterling Road, Toronto, Can.

A LINE THAT YIELDS GOOD RETURNS

The grocer who realizes the exceptionally big value he can give his customers, will rake in some excellent profit returns if he features D. W. C. Spanish Olives. The customers get both quality and quantity — they come back for more.

ROWAT & CO.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowden & Ebbitt, 325 Corlstine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada Buffalo, U.S.A.

ANTI-DUST
Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

What Do You Earn ?

DON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more ?"

Certainly you could, if your w a s t e d evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it p a y s y o u well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Publishing Company
143-149 UNIVERSITY AVE. TORONTO, CANADA

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

SITUATION VACANT

WANTED FOR LARGE RETAIL BUSIness, first-class experienced grocer. Must have thorough knowledge of good class of trade and ability to take charge where large number of clerks are employed. Man with special knowledge of coffees preferred, but must have general knowledge of groceries and have executive ability. First class references required. Salary will be satisfactory to right man. Apply Box 456, Canadian Grocer, Toronto.

MISCELLANEOUS

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queenshoro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

FOR SALE

FOR SALE—A TWO FLOOR BOWSER COAL oil outfit in good order, capacity 100 gallons, steel tank, one gallon pump, price $50.00. Write C. T. Woodside, Saskatoon, Sask.

SITUATION WANTED

POSITION OF TRAVELLING SALESMAN for wholesale grocery or drug house in Ontario by thorough experienced salesman. References. Apply Box 461, Canadian Grocer, Toronto.

AGENTS WANTED

HERE IS A BIG MONEY MAKER, BEcause it's a tremendous money saver and needed in every home. We have a proposition that will open your eyes. How much are new laid eggs in your town—35c, 40c, 50c? The new Canadian Eg-Save product at 25c per tin does the work of three dozen eggs. Think of it! It's in a cleanly, delicious, meal form, has passed the U. S. Food Laws; easy to use, always fresh for cooking and baking, and takes the place of high-priced, dubious-quality eggs. Agents make a tremendous hit with Canadian Eg-Save wherever introduced. Do you want a real money maker? Write us for proposition to-day. Available territory going quickly. Canadian Eg-Save Company, Limited, 62 Temperance St., Toronto.

MISCELLANEOUS

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

We have the only FIREPROOF WAREHOUSE in WESTERN ONTARIO, and solicit your business for Storage and as Forwarding Agents.
THE FIREPROOF WAREHOUSING CO., LTD., London, Can.

FLY CATCHERS
SEASON 1913
Don't buy until you see our samples and prices
WRITE NOW DON'T DELAY
Agents for Canada
KIDD & KIDD, Vancouver, B.C.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the smal affairs and incidents of daily life.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a douht the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

GRATTAN & CO., LTD.
ESTD. 1825
THE ORIGINAL MAKERS OF BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

A want ad. in this paper will bring replies from all parts of Canada.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1866.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

CLEAN FLOORS EASILY
without dust, by using the best disinfectant sweeping powder on the market.
"NO-DUST"
Sold in bulk only.
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

A MONEY-MAKER

Sells Somerville's gum for you without trouble. Makes large increase in your gum sales. Write for full particulars to Canadian agents, Weir Specialty Co., Ltd., 561 and 563 Yonge St., Toronto, Ont.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS
OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

ORR, BROCKLESBY McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

Leading Brokers in Canada for Evaporated Apples
Wire or write us for Prices.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

WANTED
I am open to buy
White Kidney Beans
White Marrowfat Beans
Canadian Blue Peas
Popping Corn
NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES.

C. E. CREIGHTON & SON
Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Readers Of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

It will not cost you one cent unless we collect

Your old accounts can be collected. The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect.
Our proposition is a good one.
WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.
The Nagle Mercantile Agency
Westmount, Que.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

To the Wholesale Trade:

HAND-PICKED RANGOON BEANS

We keep stocks of the very finest quality of these beans and you will do well to ask for our quotations. We know that these are good boilers from the repeat orders we are getting.

WRITE TO-DAY

WEST INDIA CO., LIMITED
MONTREAL

Where P.U.R.E. means Pure

"Pride of Canada"

Maple Syrup Maple Sugar

(Guaranteed Pure)

We are now booking orders for new crop Maple Syrup and Sugar. Do not leave orders to last moment and be disappointed. Last year's crop was short.

Maple Tree Producers Assoc.
LIMITED
Montreal

NOW IS THE TIME TO ORDER

If you want to get a number of good bargains.

IMPORTED CANNED GOODS.
5,000 cases. Le Soleil Brand.
Peits Pois—Extra Fins, Moyens No. 1, Moyens No. 2.
Vegetables—Haricots, Spinach, Artichokes, Asparagus, Macedoines, Brussels Sprouts, Flageolets.
Soups. Oseil, Tomatoes, Julienne, Nouvelle au Printaniere.

HERE IT IS. 10 cts. retail.

Francois Petit & Cie., Paris
Petits Pois- 5,000 cases -Petits Pois
N.B.—Write us about this line right away.
Goods are quallity through and through.
Hundreds of dealers have been pleased.

F. LECOURT, PARIS.
400 cs. Imported Mushrooms.
Extra Choice, First Choice, Choice and Galipeds. In tins and bottles.

MINERVA OLIVE OIL.

Bottles.	Tins.
12 Litres, cs.	2—5 Gals. cs.
12 Qts., cs.	6—2 Gals. cs.
24 Pts., cs.	10—1 Gals. cs.
24 Splts., cs.	20— ½ Gals. cs.
	28— ⅛ Gals. cs.

DRIED FRUITS.
Full assortment and high class also.
VALENCIA RAISINS, F.O.S. Loose, 28 lbs. Fine Selected Loose 7, 28 lbs. 4 Crown Layers Loose, 28 lbs.
MALAGA TABLE RAISINS, "CONQUEROR," EMPRESS, DUCHESS, PRINCESS, COUNTESS. In 1 lb. bundles, and in cases of 5½ and 22 lbs.
CALIFORNIA RAISINS, SEEDLESS, in 12 oz. pkgs.
EVAPORATED FRUITS, APPLES, PEARS, PEACHES, APRICOTS, ETC.
NUTS AND ALMONDS OF ALL KINDS.

Write, 'phone or wire at our expense.

LAPORTE, MARTIN & CIE., LIMITEE
568 St. Paul Street
MONTREAL
Tel. Main 3766

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AS IF BY MAGIC---

the sales and profits of

KING BRAND Com-pound JAM

Continue to grow.

"Quality" and "deliciousness" are the magical words which make the customers send in repeat orders—this means increased business for the dealer.
King Brand (Compound) Jam can be supplied in many varieties, very delicious.

Each sale means a satisfied customer and good profit for the dealer.

Packed in Jars, Cartons and 5 and 7-lb. pails.

Correspondence from Inland firms with good connection respectfully solicited.

Ask for samples.

Labrecque & Pellerin, Montreal

AGENTS:

J. J. Gilmor & Co., Winnipeg

The Harry Horne Co., Toronto **J. Hunter White, St. John, N.B.**

Have you ever photographed your Store Interior or Window?

You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others?

Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays, displays that you or your clerks have constructed.

You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it?

ADDRESS

THE EDITOR, The Canadian Grocer

143-149 University Ave. TORONTO

COWAN'S CAKE ICING

Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

THE COWAN CO., Limited, Toronto, Can.

Have YOU ever tried to switch her from FIVE ROSES?

Thousands of grocers sell this flour simply because they *couldn't* make her change.

Who has lost sales thereby?

Not he who sells FIVE ROSES, Brother Grocer, since its sales have increased *faster* than the population.

Thus proving that not only does it hold your customers but gets *new* ones for you.

Why have the FIVE ROSES sales increased from 800 barrels to 11,500 since 1888, from 1600 bags to 23,000 bags every selling day?

Every woman has a different reason for sticking to FIVE ROSES—and it is all these reasons put together that have made FIVE ROSES the *best-selling* flour in Canada to-day.

Why should YOU row against the current? Why not make more flour sales with less trouble?

This flour is packed to suit your trade in barrels and halves, and in bags of 7, 14, 24, 49 and 98 lbs.

Won't YOU ask your jobber to-day, or write our nearest office?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"
Capacity, 11,500 bbls. Daily
MONTREAL

Five Roses Flour

Not Bleached LAKE OF THE WOODS MILLING COMPANY KEEWATIN TRADE MARK REGISTERED Not Blended

THIS IS THE 1,313th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, FEBRUARY 7, 1913 No. 6

FOR your customers who want the soothing, satisfying qualities of the richest and finest chewing tobacco, introduce them to

COPENHAGEN
Chewing Tobacco

Whether they chew it or snuff it, they will enjoy its rich, mellow flavor.

Copenhagen is manufactured from the best old leaf tobacco—it retains its strength and flavor, and leaves a clean, cool after-taste.

Make your stock of fine tobaccos complete by handling "COPENHAGEN."

If you have any difficulty in obtaining your supply of "COPENHAGEN" Chewing Tobacco, we will help you if you write us.

NATIONAL SNUFF CO., Limited
Montreal, Canada.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals 21 Royal Appointments

PEEK, FREAN'S SHORTCAKE

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

"Thistle" Brand Haddies and Herring

A BIG TURNOVER IN FISH DURING LENT

The name and the fame of the "Thistle" Brand of fish have brought credit and honor to the producers, and trade and profit to the retailer.

The " Thistle" label on Haddies, Kippered Herring, Herring in Tomato Sauce, and Tunny Fish, is known throughout the Dominion to guarantee the virtues of cleanliness, genuineness and natural flavor of the freshly-caught and instantly-canned fish, just as they are taken from their ocean home.

CODOU'S

Macaroni, Vermicelli, Etc.

Finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Codou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Codou.

Nourishing
Palatable

Coco Fruitine

Vegetable
Butter

From the viewpoint of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its matchless purity, rich yet delicate flavor and evident superiority to butter, oil or lard, commend it at once to the housewife who is anxious to save.

Made in Marseilles with scrupulous care!

Economical

ARTHUR P. TIPPET & CO.
Agents
Montreal Toronto

IF you meet a Red Rose Tea Traveller this week you will see a very pleased looking man. We can tell you why—he has just helped do something that he was very proud of. January is considered the dullest month of the year in our business, yet our Ontario Travellers sold more **Red Rose Tea** this dull month than we sold in the best month of last year.

They say they are going to do something in February, too.

Head Office : ST. JOHN, N.B.
Branches :
WINNIPEG and CALGARY

T. H. Estabrooks Co., Limited
7 Front St. East, TORONTO

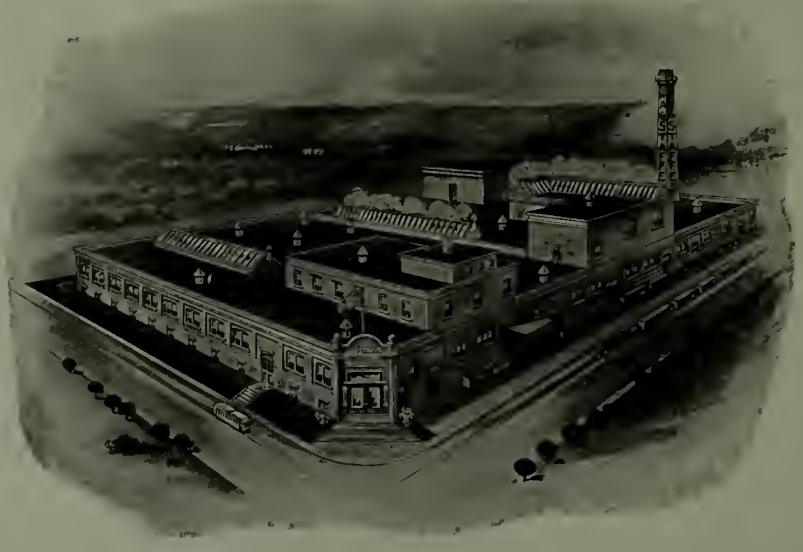
WAGSTAFFE LIMITED

NEW SEASON'S 1913

SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.



PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

BORDEN'S

ARE AS A SHINING LIGHT OVER ALL OTHER MILK PRODUCTS.

The Borden products are "Leaders of Quality" in every particular. Only the richest full cream milk is used, and is preserved by the aid of only the most modern and sanitary apparatus. The quality is unsurpassable.

Borden Products are widely advertised and are known everywhere.

The dealer has just to mention the name to satisfy the customer as to the quality and wholesomeness. IT PAYS TO SELL THE BEST.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER

The Hall-Mark of Purity

E D S

JAMS, JELLIES and MARMALADES

The public want pure foodstuffs and you can fill the bill every time by supplying them with "E.D.S." Brand Products.

"Preserved Purity" our slogan expresses to the best the superb quality of these government inspected products.

Secure a supply and be ready to meet your customers' wants. The profit is good.

Made only by

E. D. SMITH

WINONA, ONTARIO

AGENTS: NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

It will pay you to handle "STANDARD CONSOMME"

solidified in tubes

The Perfection of CLEAR-SOUP

None better on the Market.

Manufactured by

The Standard Food Co.

89 Westminster Bridge Rd., LONDON, Eng.

AGENTS:

Winnipeg: Buchanan & Gordon

Toronto: The Toronto-European Agencies, 122 Wellington St. West

Maple Cream Butter

In 1 lb. and 1-2 lb. Tins

A delicious preparation for icing or making sandwiches. Makes the children's school lunches more toothsome. Adds a lasting taste of goodness to the homemade cake. The success we have had with it for years in chocolate centres and biscuits simply makes the sale in the tin form an absolute certainty.

Maple Cream Pudding

Another delight for dessert or receptions, etc. What the housewife will need for her evening parties during winter.

Either maple coated with nuts or chocolate coated.

Ask our travellers or write direct.

RAMSAYS, LIMITED

MONTREAL

Will You Take The Profits Possible by Handling "Simcoe" Baked Beans?

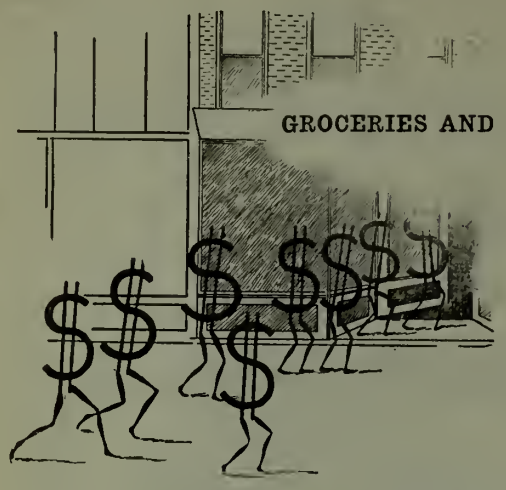
The large and steadily increasing sales of "Simcoe" Baked Beans and the liberal profits which go to the dealer make this brand the most desirable line to handle.

The quality and deliciousness of Dominion Canners' Products makes your patrons come back for more. Ready to serve, hot or cold. Packed in sizes to suit all requirements. Plain or with sauces.

Every can guaranteed.

DOMINION CANNERS, Limited

HAMILTON - - CANADA



Are you going to make dollars walk into your store during this Lenten Season?

Dollars brought in by trade in fish during this season will be easy money. The demand for fish is big at this time—all you must do is stock and display. Full satisfaction and no disappointments if you feature the following:

CANADA BRAND PURE BONELESS COD

AN EXCELLENT SELLER

BONELESS FISH.

Canada Tablet .....20 1 lb. Tablets
Canada Crate .....12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes

HADDIES
KIPPERS
BLOATERS
FILLETS
} OCEAN BRAND (BOUTILIER)

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES, LIMITED
MONTREAL

WHITE SWAN

Powdered, Perfumed

LYE

100% Pure Lye in the Handy Sifter-top Can

Do your customers ever complain of the inconvenience of the old time lye can? White Swan Lye, besides being 100% pure, powdered and perfumed, is contained in a very convenient rotating sifter top can, which overcomes the necessity of keeping a second cover on the can to prevent slacking. The sifter top is an economizer.

Show White Swan Lye to your customers. They will appreciate the sifter top fixture, as well as the excellent quality of the lye itself.

You can safely recommend it

WHITE SWAN SPICES & CEREALS, LTD.
TORONTO

LET YOUR CUSTOMER SEE

that you carry a full line of CLARK'S MEATS, SOUPS and BEANS, He or she does not require to be told their merits. Simply place them where they are SEEN and watch the effect on your sales.

Clark's Pork and Beans

Plain Chili Tomato Sauce

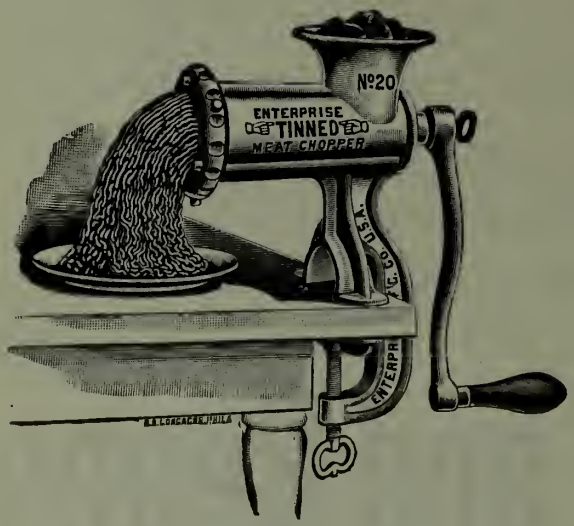
will not remain on your shelves. They have the best reputation of any brand of BAKED BEANS in Canada. The public have for years shown their appreciation of this fact and sales are rapidly and continually INCREASING.

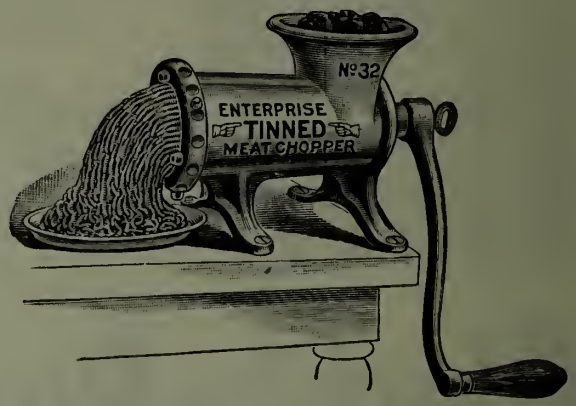
Don't Neglect Your Share of the Increase

W. CLARK, - MONTREAL

ENTERPRISE

Meat and Food Choppers





CHOP CHOP CHOP

EVERYTHING THAT PASSES THROUGH THESE MACHINES IS CHOPPED, NOT MANGLED OR MASHED

The old principle of crushing and mashing food, especially meat, resulted in the food being pulped rather than chopped, and in the case of meat, the sinews were left uncut, and incidentally tough or stringy. Since the introduction of the Enterprise method, the sinews of the meat are clipped very fine by the four-bladed steel knife which revolves against the inner surface of the perforated steel plate, clipping the food as it is pressed through the perforations.

The Enterprise Chopper gives the maximum service, and the parts being interchangeable, can always be replaced, therefore prolonging the life of every chopper indefinitely.

When you purchase fruit presses, cherry stoners, coffee mills, etc., look for the name "Enterprise." Insist on it.

Write for the Enterprise Catalogue

The ENTERPRISE MFG. CO. *of* PHILADELPHIA

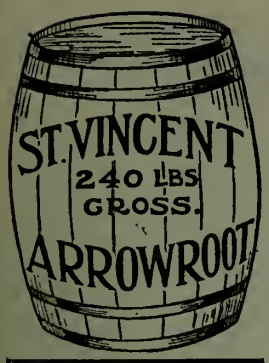
Patented Hardware Specialties

PHILADELPHIA - - - U.S.A.

29 Murray St.
NEW YORK

176 N. Dearborn St.
CHICAGO

530 Golden Gate Ave.
SAN FRANCISCO



FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.

ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN, ST. VINCENT, B.W.I.

OXO CUBES

We'll Ship by Return

We are doing just about everything can do, to help you grocers sell more OXO CUBES. This is just a reminder that we are always ready to ship OXO CUBES by return. Cold weather always stimulates a brisker demand for OXO CUBES.

You May be Short Before You Realize It.

Wire or phone us—we will ship OXO CUBES the same day as orders are received. See that you not only have plenty of the 10c and 25c sizes, but also of the 50 and 100 cube tins—the family sizes.

Better have us include each of these larger sizes in your next order—and then tell your customers about them.

CORNEILLE DAVID & COMPANY

TORONTO WINNIPEG
MONTREAL ST. JOHN, N.B.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,

LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word : : : with Waant Ad. in this paper. : : :

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON

Resident Salesmen calling on EVERY jobber EVERY day.

Agencies and Consignments Solicited.

Solid Brick and Stone Warehouses of approved Mill Construction, located on private spurs, low insurance rates.

Handling and storage facilities the very best.

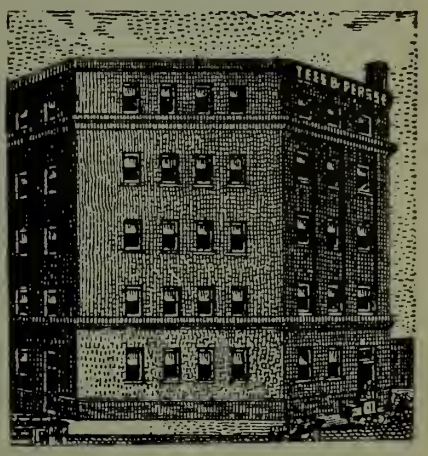
TEES & PERSSE LIMITED

WINNIPEG PORT ARTHUR FORT WILLIAM
REGINA SASKATOON MOOSE JAW

TEES & PERSSE of ALBERTA, Limited

CALGARY EDMONTON

"From the Great Lakes to the Rockies."



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

THE BEST COOKS

will tell you that "Hirondelle Brand" Alimentary Pastes are unexcelled for quality and deliciousness—as good as any imported.

"Hirondelle Brand"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc., are made in the sunniest factory in Canada, under expert management. Dealers appreciate the profitable selling qualities of these pastes.

Get a stock—display—and see them sell.

The C. H. Catelli Company, Limited

Montreal, Canada

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

A Vegetable Product of Absolute Purity

NOURISHING - ECONOMICAL

The present high cost of living has led scientists to experiment on the production of eatables that will reduce living expenses. After years of experimenting a nut has been found, which grows in abundance, and the oil of which, when scientifically prepared, forms a very digestible fat which takes the place of the usual oils and grease used in baking and cooking. This is

NUT-LARD

(Reg'd)

Free from Cotton Oil.

It is a delicate fat, 100% pure. Is light on the stomach and the price is materially lower than any fat now used, such as butter, pork, lard, oils, etc. You will find ready sale for it in every household, bakers' shops, biscuits, manufactory, and wherever lards, etc., are used. Profits are good.

Send for prices to-day.

Manufactured by — ROCCA, TASSY & DeROUX, Marseille.

Dominion Agent

J. RUSSELL MURRAY, MONTREAL

CENTURY
SALT
TRADE MARK
THE HOUSEHOLD NECESSITY — Pure Salt. Century Salt fills the bill. Quality dealers handle only the best — CENTURY.
THE DOMINION SALT C° LIMITED
SARNIA, ONT.

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

PUTTING BOTH PACKAGES IN AN ORDER

When a customer asks for KNOX SPARKLING GELATINE you'll find it easy to sell her KNOX ACIDULATED GELATINE as well, because our advertising in the magazines is calling your customer's attention to the value and convenience of the ACIDULATED package. It contains an extra envelope of concentrated lemon juice in addition to the two envelopes of gelatine—enough to make two full quarts of jelly—flavor and all in the one package for 15 cents. It is far superior to the cheap, flavored, ready prepared gelatines which make only *one pint* of jelly per package. No wonder KNOX GELATINE is such a fast seller, and no wonder grocers like to sell it at the profit it pays!

"Make KNOX your gelatine leader."

CHAS. B KNOX CO.
JOHNSTOWN, N.Y.

BRANCH FACTORY, MONTREAL, CANADA

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

Keep a Good Stock

of Edwards' Soups this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to

W. G. Patrick & Co., Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

More Satisfaction

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Marmalade, Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fruit products swell the profits.

APPRECIATED BY ROYALTY

We have supplied the tables of their late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons

Paisley, Scotland

Canadian Agents:

Snowdon & Ebbitt
Montreal

Don't Disappoint Customers—

There is already far greater business than ever in 'Camp' Coffee, and our advertising will send still more enquiries to your shop. Let your supplies of 'Camp' Coffee be equal to the big demand

'CAMP' COFFEE

R. Paterson & Sons, Ltd., Glasgow.

To the Newcomer

With the first order always let it be understood that you place every confidence in and sell

WINDSOR TABLE SALT

in preference to any other. It will mean a satisfied housewife and a confidence in you that will result in a continued patronage—just what you want.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR :-: ONTARIO

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT
LIMITED
Manufacturers

Uniformity | MONTREAL | Reliability

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of
POTATOES
FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN - - N. B.

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

A well established Montreal firm doing business with all grocers, druggists and hardware dealers is open for some good agencies of Manufacturers anxious to do good business.

Box 460 CANADIAN GROCER
E. T. Bank Building, - Montreal

RICE'S SALT
THE TABLE SALT ABOVE THE AVERAGE

Repeat orders for **RICE'S** tell the story of entire satisfaction. Get your supply of this dependable Table and Dairy Salt, and so have the happy smile.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

St. Lawrence Granulated

The Canadian standard of Quality. It pays the merchant to handle the best.

QUALITY

QUANTITY

LIBERAL PROFIT TO THE DEALER

THE FOUNDATION THAT MAKES BIG SALES

The big and ever increasing sales of **L. & B. Banner Brand Jams and Jellies** are built on a foundation of QUALITY, QUANTITY and LIBERAL PROFIT to the DEALER.
Sell L. & B. Banner Brand products and you will come out ahead.

Put up in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
291 ARTHUR ST., TORONTO
Phone Park 2985
REPRESENTATIVES:
The Amos B. Gordon Co., - Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg - - - Manitoba

Order for Your Summer Trade Now

LAURENTIA

MILK AND CREAM

WE CANNOT GUARANTEE DELIVERY ON ORDERS BOOKED AFTER MARCH 1ST, 1913; SO ORDER NOW FOR FUTURE DELIVERY.

WRITE FOR PARTICULARS

LAURENTIA MILK COMPANY, LIMITED, 371 Queen St. West Toronto, Ont.

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

Japan Tea

Jobbers and Retailers can more than double their profit by selling them instead of any other kind of tea, and we strongly urge **Jobbers** to impress this fact upon their travellers.

FURUYA & NISHIMURA

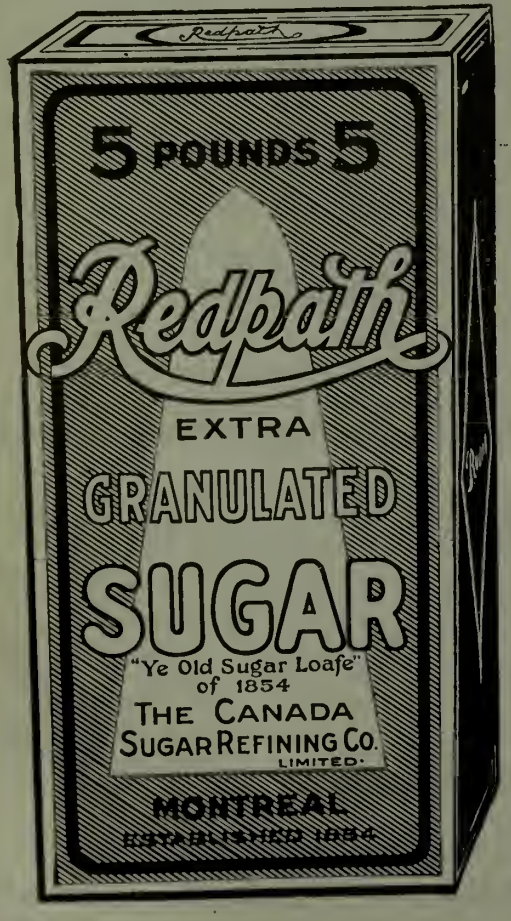
MONTREAL NEW YORK CHICAGO

MOLASSES

Extra Fancy Barbados

"DaCosta" Brand

The standard of quality. Ask your wholesaler for it and take no other.



THE GROCER WHO PUSHES

Redpath

Extra Granulated **SUGAR**

wins trade from the dealer who tries to satisfy his customers with other brands.

For over half a century "REDPATH Sugar" has meant, to Canadians, the "best sugar." The new 2 and 5 Pound REDPATH Sealed Cartons, so clean, so convenient, and the vigorous advertising campaign which is being carried on for REDPATH Sugar, have strengthened the desire among your best customers to get REDPATH Sugar in the original packages.

It follows that the Grocer who resists this desire inevitably loses trade to that wiser Grocer who gladly satisfies it, and features REDPATH Extra Granulated Sugar in the original 2 and 5 Pound Sealed Cartons, and 20-lb., 50-lb. and 100-lb. Cloth Bags.

The Canada Sugar Refining Co.

MONTREAL LIMITED

15 TON OF TEA

is what we want to sell this month, and we are prepared to accept small profits for quick returns.

Our Teas are carefully selected and comprise Ceylon and Indian, Black and Green Teas, also Japan Teas.

China Black, Green and Gunpowder Teas at from - - -12½c. per lb. upwards.

SPECIAL

China Young Hyson, Green Tea, in caddies of about 35 lbs. - - - - - at 15c. per lb.

usually sold at from 18½ to 19c.

Our reputation is favorably established and our values speak for themselves.

Samples and quotations submitted upon application.

We get the business because we have the values.

ROBERT SIMPSON & CO.,

Importers of Teas, Coffees and Spices

29 & 31 Charles St., - - - - - HAMILTON, Ontario

There's Quality In That Jar

It's in Quality that Shirriff's Marmalade excels. Hold it to the light and note its clear, rich color. Taste it. It has that delicious tang which is the outstanding feature of real Scotch Marmalade.

Shirriff's Scotch Marmalade

is a product that any grocer will feel proud to offer to his customers. It reflects credit on him as a judge of high-class marmalade. And it's a good seller. The profits are sure and quick.

Just drop us a card for a dozen or two bottles of the new lot we've just put up. It's made from selected Seville oranges, and is certainly very fine.

Imperial Extract Co.
Toronto

108

Stop Copying Your Accounts

Every time you copy an account (and in keeping books you must do this) you are taking chances—you are liable to make costly mistakes.

With Only One Writing **The McCaskey System** **The End of Drudgery**

puts an end to useless copying and posting. It saves time, because a charge needs to be written only once. With One Writing the customer is given an invoice of his purchase and is told what he owes in full. With One Writing you keep every account ready for settlement instantly. You prevent mistakes. You prevent forgetting to charge. You prevent misunderstandings with customers over their accounts. You improve collections. You protect yourself against loss of insurance in case of fire.

One of our 30 travelling men is near you. Let him show you where and how and why you need The McCaskey System and how it will pay for itself several times a year, as it does for a hundred thousand users.

Write to-day without obligation on your part.

Showing Electric Recorder and Cash Till

Manufacturers of "Surety" Carbon Back Counter Check Books

The Dominion Register Co.
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World

We told you of having an increase of 1,090,589 lbs. in 1911, and 1,223,437 lbs. in 1912.

Now the year 1913 promises to be a repetition of the twenty-one years that have gone before, as far as

"SALADA"

is concerned. The first four weeks of this year show an increase of

53,519 Pounds

over the corresponding four weeks of 1912, and this although the first week of this year had only three working days in it, and we had no salesmen out.

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread," "Regal," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.
MR. DEALER
for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?
Purer than the Law Demands —Contains No Alum.
W.D.McLAREN, Limited
Montreal

No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can reply upon it that it is neither

COLMAN'S or KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co.

Agents for the Dominion of Canada

403 St. Paul St., MONTREAL

Toronto Office, 30 Church St.

LENTEN TIME IS SYRUP TIME

There is no syrup to-day that will delight the entire family more than

Crown Brand Corn Syrup

when served with piping hot griddle cakes, tea biscuits, buckwheat cakes or muffins.

GIVE CROWN BRAND SYRUP PROMINENT DISPLAY DURING THE LENTEN SEASON

The Canada Starch Co.,

LIMITED

Manufacturers of EDWARDSBURG Brands

Montreal—Cardinal—Toronto—Brantford—Vancouver

Discarding Credit System for the Cash

Method Used By Nova Scotia Dealer to Acquaint Customers of New Procedure—Carefully-worded Circular Announcement Sent Out—Coupon System Adopted—These Will be Sold in $3, $5 and $10 Sizes—Reasons Given for Adoption of the New Arrangement.

With the 1st of January quite a number of Canadian grocers and general dealers inaugurated cash systems. The motive which prompted them to do this is no doubt a common one—the difficulty of getting all money, and getting it quickly, through the credit system.

Among those firms which have decided to do business for cash in future is Lamont & Steadman, grocers and provision dealers, Kentville, N.S. The idea, states Mr. Lamont, is a new departure for the locality of Kentville.

Treating all Alike.

"It is our purpose," he says, "to place all customers on an even footing—Cash on Delivery." In a circular letter sent out to customers, and which is reproduced here, attention is called to two things—a change in the firm's personnel and the change from cash and credit to strictly cash.

KENTVILLE, N. S., DECEMBER 30th., 1912

DEAR.....

Doubtless you have read the announcement in the local papers of the change to take place in the RED STORE business on January 1st. 1913

During the past 17 years of business experience at this stand we have tried to be fair and impartial in all our dealings, seeking our customers' interests with what was in justice to ourselves, and striving in all things to maintain pleasant mutual business relationships.

We want to thank you first for the patronage and courtesies extended to us in the past, which have helped us to make our business one of the largest and most successful in the County. No doubt in your dealings with us you have experienced aanoyances which were somewhat disappointing, but from the fact that you have not withdrawn your patronage, we are eacouraged to believe that our former business relations may be continued more successfully in the future.

We wish to challenge the statement that there is no friendship in business, for we assure you that a most kindly feeling exists towards our customers, particularly those who have patronized us during the entire time we have been endeavoring to meet the public needs in our capacity as groceerymen.

We have now however decided to take into this firm as our partner, Mr. Stephen Steadman, (brother-in-law to Mr.Ralph Lamont) to share its responsibilities as well as its increased successes. Mr. Steadman is admitted into full partnership in the business, and comes to us with an experience of over 8 years in a large grocery business in Lawrence, Mass. He will have the supervision of the store, and will be found most agreeable and painstaking in striving to meet all your requirements.

Your attention is called to another matter, viz,—that with the New Year the new firm will commence a **STRICTLY CASH BUSINESS.** In many ways we regret to make this change, as custom has estabiiseed the Credit System, and it has gone to such an extreme that in some instances it is thought to be almost impossible to do business without the furnishing of this extra capital for the convenience of our customers. The keenness of competition to-day created through the high cost of living and increased expenses of business, and the fact that other large houses are adopting the Cash System in order to enable them to retail goods at lower prices, forces us to this decision.

It may seem hard to some of our patrons to feel that the firm they have dealt with for years has taken this step, but we think that after a little consideration, even these friends will see the mutual benefit to be derived from a Cash System.

Under the Credit System you are not only supporting your own family, but assisting to support those who are not williag to be self-supporting; in addition to helping to pay the expenses of bookkeeping, and interest on money at present tied up in unpaid accounts, etc.; while under the Cash System we will be enabled to keep a larger and more modern assortment of goods in stock, at prices which will appeal to you.

We trust you may see your way clear to still continue your business with the new firm at the old stand. In any case do not withdraw your patronage without first giving us a few months' trial.

Again thanking you for the many favors you have shown us from time to time in the past, an assuriag you that we will endeavor to fill all your orders to the very best of our ability,—

I am, yours very truly,

Circular letter, in reduced form, sent out by Kentville, N.S., firm to announce change in business and establishment of cash system.

The latter announcement will prove of value to those in the trade who are thinking of making a similar move. Such a letter should, of course, be couched in most diplomatic terms. Every merchant has a good many customers, no two of whom are alike, and when a letter of this character is sent out it should be void of anything that would give offence.

Letter Carefully Worded.

In this particular the letter of Lamont & Steadman have a model. Note how this circular reads:—"In many ways we regret to make this change, as custom has established the credit system, and it has gone to such an extreme that in some instances it is thought to be almost impossible to do business without the furnishing of this extra capital for the convenience of our customers. The keenness of competition to-day, created through the high cost of living and increased expenses of business, and the fact that other large houses are adopting the cash system in order to enable them to retail goods at lower prices, forces us to this decision.

"It may seem hard to some of our patrons to feel that the firm they have dealt with for years has taken this step, but we think that after a little consideration, even these friends will see the mutual benefit from a cash system."

Then, again, the letter reads:—"Under the credit system you are not only supporting your own family, but assisting to support those who are not willing to be self-supporting; in addition to helping to pay the expenses of bookkeeping and interest on money at present tied up in unpaid accounts, etc.; while under the cash system we will be enabled to keep a larger and more modern assortment of goods in stock, at prices which will appeal to you.

"We trust you may see your way clear to still continue your business with the new firm at the old stand. In any case, do not withdraw your patronage without first giving us a few months' trial."

It will be noticed that much thought was given to the wording of the circular so as to annoy no one. That the same thing can be said in practically the same words, and yet sound vastly different, everyone knows.

Using the Coupon System.

"We are adopting," adds Mr. Lamont, "the use of coupon books of three, five and ten dollars' value each, which we shall try to persuade our customers in town to purchase. They are, of course, only good at our store."

These coupons practically insure that this store gets all the business of those who purchase them. It would prevent, for instance, as he points out, a child spending money given it at any other store.

On January 1st the firm sent out the following letter extending the time to January 20:

"Red Store, January 1st, 1913.

'Owing to the decided change in transferring our business from Credit to a Spot Cash System, and as some of our customers think we are not giving sufficient notice of same, have decided to extend the date to January 20th, 1913.

"We hope on the above date to discontinue the use of ledgers entirely.—Yours truly,

"LAMONT & STEADMAN."

The Origin of Canada's Sugar Importations

From Where and How Much She Purchases—About 84 lbs. Per Capita Brought in During Last Fiscal Year For Which Figures are Available — Over 64 Per Cent. Entered Under Preferential Tariff—What the Refiners' Privilege Means—Raws Amount to 96 Per Cent. of Total Imports.

During the fiscal year ending March 31, 1912, Canada imported 585,801,492 lbs. of sugar. Placing Canada's population at 7,000,000 this would mean a per capita of about 84 lbs.

Our importations of sugar during the past fourteen years have more than doubled, as the table of comparisons shown below demonstrates. In 1899 there were brought into this country 265,823,389 lbs., which is scarcely half the amount for the last fiscal year for which we have figures. This table was compiled by Wallace Anderson, of Toronto, a sugar man who follows closely the sugar situation from year to year. It shows several interesting facts. For each year since 1899, sugar brought in under the General, Preferential, Surtax and Special Tariffs is tabulated as well as totals. It will be seen that in 1899 more than 8 times as much was imported under the General tariff as under the Preferential, but last year sugar under the latter tariff was more than double the quantity under the General. The change began in 1904.

The Refiner's Privilege.

In recent years considerable sugar was brought into Canada under the Special tariff, familiarly known as the Refiners Privilege, which permits refiners to import from other than Preferential tarthe Special tariff (refiners privilege) 60,-tity purchased from British possessions at the Preferential rate. Last year refiners took advantage of this clause in the tariff to the extent of more than 60,000,000 lbs. The year before it was almost 86,000,000 lbs.

Mr. Anderson has also figures showing amount of sugar entered for home consumption for the fiscal year ending March 31, 1912 from the various countries both above 16 Dutch Standard and all refined, and not above 16 D.S. The total of the former is 22,996,-992 lbs., 18,730,845 of this entering under the Preferential tariff and the remaining 4,366,147 lbs. under the General tariff. The bulk of this sugar above 16 D.S. came from the United Kingdom which is represented by 18,406.778 lbs.

Amounts of Raws Imported.

The most of the sugar entered for home consumption was, of course, raw sugar and not above 16 D.S. It amounted to a total of 502,639,238 tons, the following table showing the countries of origin and amount from each:—

	General Tariff.	Preferential Tariff.
British East Africa	10,235.589	.....
British Guiana	.....	180.036,606
British West Indies	1,112,382	170,061,970
British Oceania, all other	.....	8,002,260
C. A. States Guatemela	15,235	.....
C. A. States Nicaragua	70,800	.....
Cuba	17,573,855	.....
Danish West Indies	3,279.587	.....
Dutch East Indies	57,346.675	.....
Dutch Guiana	1,545.448	.....
Japan	3,343.395	.....
Peru	6,831,838	.....
San Domingo	43,139.625	.....
U. S. of Columbia	893.750	.....
United States	150,823	.....
Totals	144,538.402	358,100,836

This table shows that the bulk of our sugar comes from British Guiana in South America and the British West Indies. In fact out of a total of 585,-801,492 lbs. entered during fiscal year ending March 31, 1912, more than 350,-000,000 tons came from those two sources.

Under the Refiners Privilege clause in the tariff the following raw sugars were brought in:—

Austria-Hungary	8,702,318
Belgium	4,425,524
C. A. States, Guatemala	1,180,767
Dutch East Indies	14,750,038
Dutch Guiana	221,162
Germany	23,132,867
Japan	1,086,525
Peru	611,600
San Domingo	6,054.461
Total	60,165,262

Imports in Percentages.

Mr. Anderson has figured out some interesting percentages from all these figures. Of the total imports for 1912 as given in the accompanying large table, 148,804,549 lbs. or 25.40 per cent. came in under the General tariff. Under the Preferential tariff 376,831,681 lbs. or 64.33 per cent. were entered, and under the Special tariff (refiners privilege) 60,-165,262 came in or 10.27 per cent. Of the total imports 59.97 per cent. came from the British West Indies and still another interesting percentage is that of the amount of sugar entered above 16 D.S. (refined) which is only 3.93 of the total, leaving importations of 96.07 per cent. not above 16 D.S. (raws).

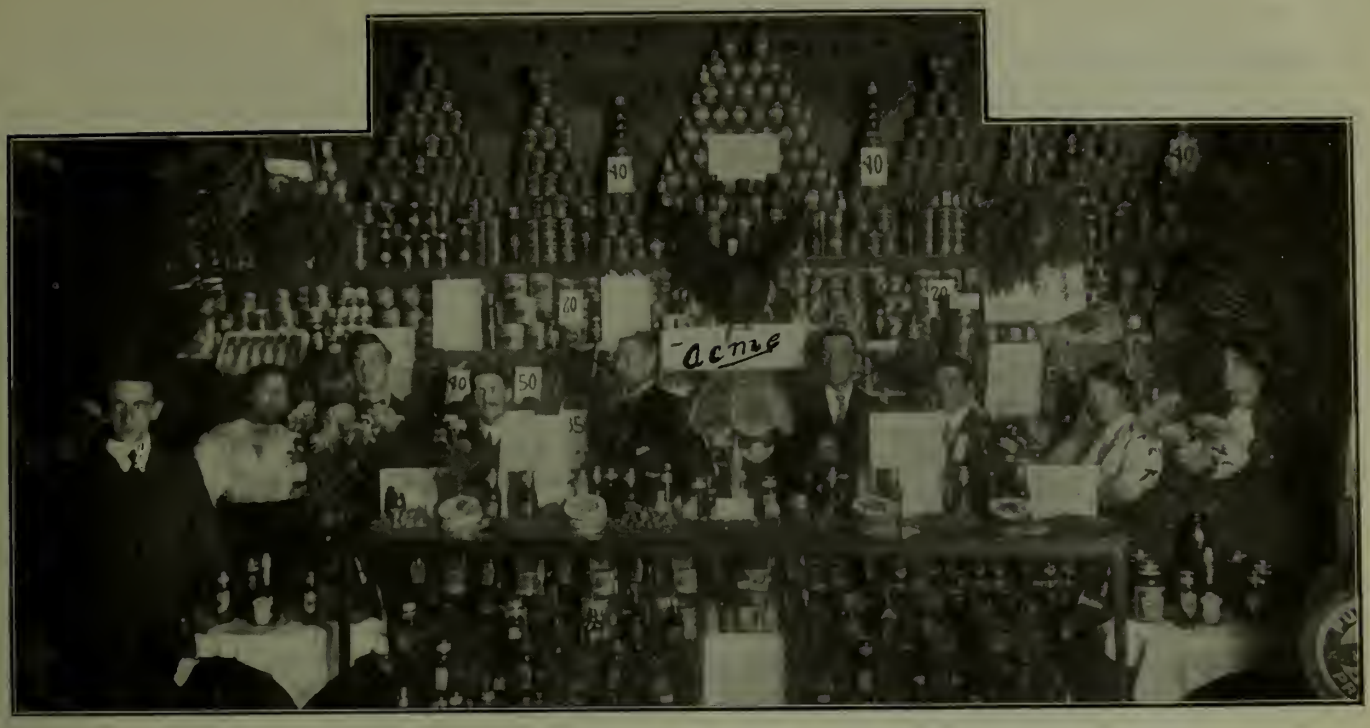
PURE WATER WINDOW.

A window filled with one and five-gallon bottles of purified spring water is drawing the attention of pedestrians to the store of Fred. L. Giles, College Street, Toronto. The display consists exclusively of bottles filled with sparkling water, while in the centre is a cooler with a five-gallon bottle set in all ready for use. Here and there price cards are exhibited to good advantage.

COMPARATIVE STATEMENT FOURTEEN YEARS 1899-912.

Year.	General Tariff Lbs.	Preferential Tariff Lbs.	Surtax Tariff Lbs.	Special Tariff 135B and 135C	Total Lbs.
1899	237.661.810	28.161.579	.....	.....	265.823.389
1900	286,363.050	18.297,398	.....	.....	304.660.448
1901	304.015.962	32.678.871	.....	.....	336.694,833
1902	326.824.196	43,251,251	.....	.....	370 075.447
1903	288,150,338	100.091.559	 128,935	.....	388.370.832
1904	100,128.451	290.414.865	 1,344	.....	390,544.660
1905	71.740 809	274.863.036	 148,753	.....	346.752.598
1906	77.919.591	371.042.486	 446	.....	448.962.523
1907*	27,016.234	283.941.781	 3,784	.....	310.961.799
1908	51,867.068	393.584.054	.....	22.056.516	467.507.638
1909	51.158.971	392.802.583	.....	37.579.086	481.540.640
1910	100.633.638	343.932.936	.....	53.221.907	497.788.481
1911	97.590.946	390.589.876	.....	85.927.342	574.108,164
1912	148,804,549	376,831,681	.....	60,165,262	585,801,492

Statement of sugar imports under the various tariffs for past 14 years with totals.
* 9 months ending March 31st. Fiscal year was changed at this time.



Grocery exhibit of the Acme Co., Edmonton, Alta., which received first prize at Trade Exhibition.

First Prize Display at Trade Exhibition

Arrangement of Foodstuffs By Grocery Department of Acme Co., Edmonton, Caught Eye of the Judges—Clerks inThis Store Are Assigned Special Responsibilities—Friendly Rivalry Keeps Up Enthusiasm.

Edmonton, Alta., Feb. 4.—(Special).—A Land Show and Trade Exhibition was held recently in the Thistle Rink, Edmonton, when a large number of various trades competed for valuable prizes, including a shield which the Grocery Department of the Acme Co., Ltd., departmental store, was successful in carrying off. It was the first prize for the best exhibit in the show. A large plated shield, suitably engraved, set in a hard wood frame now fills a prominent position in the grocery department.

A brief description of the display will enable readers to form a better idea of the effect obtained, than can be secured from the accompanying illustration. The high shelving at the rear, was filled with a display of Californian fruits, with small sheaves of wheat jilting the intervals, on a colored background, the whole surmounted with an electric sign, "Acme Co., Ltd." The shelving below displayed tinned vegetables, etc., and in the centre arranged on a pedestal was a large eagle holding from its beak a card advertising the firm. On each side were boxes of dried fruits, peel, etc., in a sloping position which looked very effective.

The fruit department was represented in the form of cases of oranges, apples, grapefruit, etc., on the right side. The provision department displayed an assortment of bacon, hams and lard, piles of Canadian cheese, also high-class table delicacies.

The centre show case was devoted entirely to pickles, catsups and sauces, interspersed with maidenhair ferns, with interior electric lights at each corner, making a quite artistic display.

Small phone order tables stood on either side, decorated with vases of Chrysanthemums. Two large palms and other ferns, which with a rich red carpet on the floor suggested comfort and quality.

Triangle-shaped stands were allotted to several demonstrators who — as only demonstrators know how to do—invited all comers to partake of the "cup that cheers" in the form of tea. Cake was also served, made from a particular brand of baking powder.

Hanging baskets of ferns also added an extra tone to the display. To make the advertising idea prominent, a liberal display of cards in appropriate colors, advertising the various articles exhibited. Photographs of the interior of the Acme store filled a prominent position, as also did a chart bearing the words: "Business of 1911 and 1912; how our business grows."

S. Brown was in charge. The manager, J. E. Livingston, of the grocery department was besieged with eulogistic congratulations upon the splendid taste displayed. Special mention must also be made of the artistic work of the experienced staff of clerks.

Much of the success achieved must be attributed to the systematic manner in which the department—under the manager's control is arranged. Each clerk, for instance, is allotted a special portion of the store for which he is responsible, both for display and orderliness. This has the effect of producing a pleasant rivalry as to who shall show the best results. The latent talent has opportunity for development. This, with the good feeling existing between the manager and clerks all tends to unanimity of action.

The general public, as Mr. Brown states, appreciates a well kept store, and the manner in which they convey their compliments helps to cultivate a feeling of pride in the clerks.

The increase in the amount of business under the present manager, Mr. Livingston, shows that the methods employed are a good investment, and also that the work entailed, although laborious, in placing before the public exhibits of this character cannot fail to bring good results, both in the volume of business and in cultivating a taste for display among the staff, from which the employer is also the gainer. Its advertising advantages are unrivalled.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, FEB. 7, 1913

MUST NOT WATER OYSTERS.

Now that the trade in oysters is at its height throughout Canada, every retailer should know that there is a clause in the Adulteration Act governing the addition of water to oysters. This clause from the Food Standards states that "water must not be added either as such or in form of ice to shucked (bulk) oysters."

Food authorities maintain that this should not be for two reasons. It is liable to contaminate the oysters, and it increases the bulk so that purchasers are buying 'watered stock' instead of oysters.

Some police court cases have recently resulted where convictions were secured, so that the retail trade should be careful to follow out this ruling.

QUARTER MILLION OF GRAPEFRUIT.

When one considers the fact that a few years ago grapefruit was practically a minus quantity on the Canadian market, and that to-day it is a staple fruit enjoying an exceedingly extensive sale, he begins to wonder why this representative of the citrus family hadn't been introduced to us long ago.

Even now the layman has little knowledge of the amount of grapefruit a wholesaler in this country handles in a season. In conversation with a fruit broker the other day, The Grocer came in touch with some interesting figures. One wholesale fruit dealer, he was told, handles regularly a car load of grapefruit about every 10 days. He began to sell it last November when he purchased a car. This informations forms the basis of our little multiplication problem. There is an average of 330 cases to a car and since Nov. 19 some 9 cars have been sold, making a total of 2,970 cases. Cases contain from 46 to 80 grapefruit—say an average of 60 to the case—so that up to present some 178,200 grapefruit have been turned over by this one firm.

The season will probably last six weeks longer, which means an additional 4 cars for this firm. At 330 cases to a car and 60 to a case, this would be 79,200 more or a grand total for the season of 257,400 grapefruit. This firm, it should be stated, is one of the largest handlers of grapefruit in the country.

When it is considered that there are scores of other wholesalers in Canada handling this fruit, one will be able to get a faint idea of the immensity of this one small corner of the fruit trade.

IMITATION BUTTER ALLEGED.

A report from Saskatoon, Sask., alleges a gigantic butter swindle in Western Canada. It states that nine samples of butter were examined recently by the bacteriological department of the city and of the nine, only one was found that was butter. All the rest were imitations that one does not like to think of. Next day nine more samples were examined, and this time not one of them was found to be anywhere near pure. They were stated to be renovated butter or beef or lard stearin colored with coal tar dyes.

The department is not giving out any names, but it is reported that this is the product of one of the biggest firms in Western Canada, who have a brand of butter which they advertise heavily, and with which they have flooded Western Canada.

This series of discoveries has been made by Inspector Davis in his capacity as Dominion pure food inspector. The department has sent samples to Ottawa to be confirmed by the analyst there, and just as soon as he sends back the report, the department is going to start a prosecution. They promise a sensation when the names of the defendants are made known.

SELLING GOODS ABOVE DEMAND.

The possibilities that exist for making extra sales in the store are well exemplified by the article on the Clerk's page of this issue. There a salesman in an Eastern Ontario grocery store tells how occasionally he and the other clerks hold competitions to determine who can sell the greatest value of goods above the actual demand.

The success of these competitions should inspire other clerks to go and do likewise. In one week, for instance, the three clerks in the store in question with the help of the delivery boy, disposed of more than $20 worth of goods which had not actually been asked for by customers. At this rate a tidy sum in extra sales could be laid by in a year.

Every retail clerk should aspire to become a salesman. He will remain a mere clerk if he simply hands over the counter those articles that are requested. He becomes a salesman when by judicious persuasiveness he induces customers to purchase something that will please them. To do this he must be courteous, obliging, painstaking, careful not to misrepresent and tactful in his methods of making sales. The latter is a most necessary attribute to a successful grocery salesman, because it is unwise to allow a customer to think he is trying to force a sale.

Tact comes with practice. This is shown in the article in question. The clerks in the Perth store have developed the science of making sales so well, that, at any time, a certain article can be moved out with expedition. Every clerk and dealer as well should read this article. It presents some mighty good thoughts from other standpoints.

AUGMENTING PHONE ORDERS.

In selling goods to telephone customers, many retailers use a Suggestion Card, by which sales are greatly increased every day above the actual demand. This card is rearranged every morning with a list of articles which the salesmen desire to move out that day. For instance, many grocers buy considerable imported vegetables during the winter months, such as lettuce, celery, garden cress, carrots and beets. These usually sell quite readily to those who come to the store for their purchases, but the telephone customer never sees them. If they were listed on the Suggestion Card, and suggested over the phone to each customer who is giving an order, considerable extra sales could be made.

The salesman who is attending to the phone always, of course, draws attention to such lines in a diplomatic way so as not to give the idea that he is attempting to force a sale. "Would you care for any new vegetables to-day, Mrs. Black, we have nice fresh lettuce and celery just in," could be asked without causing any offence.

The idea could also be carried further to include seasonable lines which may not be asked for, such as cocoa, meat extract, oysters and soups. Without the Suggestion Card, calling attention to other goods is liable to be overlooked, and in the case of perishable stuff, the entire stock should be moved out every day.

WHAT CANADA SENDS TO BRITAIN.

The British Government returns of the trade of the United Kingdom for 1912 recently issued give some facts of interest re imports from Canada.

Canada last year sent to Great Britain 387,401 cwts. of bacon valued at nearly $6,000,000. In 1911 the figures were 615,807 cwts., valued at almost $9,000,000. Only 27 cwts. of Canadian butter were received, as against 61,936 in 1911 and 16,805 in 1910. In cheese the receipts from Canada were 1,352,570 cwts., which corresponded closely to the two previous years.

Last year there were 211,616 cwts. of canned salmon received from Canada, as against 169,070 for 1911 and 264,760 in 1919. Britain's imports of canned lobster from this country for 1912 were 28,764 cwts., while Newfoundland sent 4,090 cwts., and other countries only 1,782.

These figures show considerable decline in bacon and butter shipped to Great Britain during 1912, but canned salmon is holding its own pretty well as is also cheese. This explains to a considerable extent why salmon has held such high prices in recent years.

MAKING EFFECTIVE DISPLAYS.

The tendency to overcrowd show windows still continues. A dealer must not think he can pile samples of everything in the store into the window and then have an effective selling display. One article well displayed, or a few associated lines such as syrup and pancake flour, bacon and eggs, cold meats, meat sauces and ketchups, etc., will be much preferable from a selling standpoint than a conglomeration of everything.

The most effective window is often one in which harmonious color effects are secured. Light colored goods should be selected for display as much as possible and dark solid masses avoided. Where dark things are shown there should be a light background. White contrasts with black and harmonizes with gray. Green contrasts with colors containing red and harmonizes with colors containing yellow or blue. Gold and white and the right shades of red and green go well together.

A considerable display of one article, provided it is accompanied by a proper display card, briefly describing the article and quoting price where desirable, is often profitable, as it centres attention on the one article, which must be seasonable.

A window filled with three kinds of canned goods with a sign worded, "Your choice of any kind in this window, 15 cents," is much more effective than half a dozen kinds of goods priced at as many different figures. A word about each would also add strength to the idea. One is apt to think people know more about goods than they really do, so a mere label with the price is only half of a real display.

Mere prettiness of display should be avoided. A window can be made pretty without being in the least effective. The thing to do is to make it create a desire for the things shown—desire means sales.

EDITORIAL NOTES.

At last winter has come in Eastern Canada.

• • •

There appears to be a scramble among eggs to see how low they can go.

• • •

There will be many in the trade regret the death of George Tuckett, of Hamilton.

• • •

There is no better month than February in which to push sales of syrups—corn, cane and maple.

• • •

During January the weather man was about as sure of his work as a race track gambler on the outside.

• • •

The Acme Co., of Edmonton, Alta., captured first prize at the Trade Exhibition. It lived up to its name.

• • •

Canada controls pretty well the refining of her own sugar. Less than four per cent. comes to us ready for our tea and coffee.

• • •

Those interested in doing a cash business solely should read methods adopted by the Kentville, N.S. firm in first article of this issue.

• • •

It is a good sign to see a clerk take an interest in salesmanship. If he develops it gradually he should make his mark in the world.

• • •

That the merchant doing a small business can make money is evidenced by the French-Canadian whose business statement is reviewed by Henry Johnson, Jr., in this issue.

• • •

In Simcoe, Ont., a successful general delivery system has been in vogue for several years. For a not-too-large town this system seems to have merit and ought to be looked into.

Making Good Margin in Small Business

Statement of Finance After Stocktaking, January 1st, Analyzed—Overhead Expenses Only Amounted to a Little More Than 12 Per Cent.—Splendid Showing From Gross Margin Standpoint—Letter From Northern Ontario Dealer Answered.

By Henry Johnson, Jr.

Here is a good statement from a thrifty Quebec French-Canadian:—

The letter head says this man is a

MARCHAND,

who deals in

Epiceries, Vaisselle, etc.,

with

Qualite et satisfaction garantie;

so he is up to date in his ideas.

January 7, 1913.

Editor, Canadian Grocer, Toronto, Ontario.

Dear Sir:—Please find enclosed cheque for two dollars for year's subscription to your valuable paper which was addressed to Mr. ——, which he transfers to me.

I would like to have your opinion of the attached statement.

Store expenses were put in with "living expenses."

Thanking you for your work toward bettering our condition and the strong stand you take is our interests—I remain, your truly,

P.S.—Please omit name if anything is published.

The statement follows:

1913.	**ASSETS.**		
Jan. 3—Goods on hand (as per inventory)		$1,496.70	
Cash		72.85	
Amount owed me		421.88	
			1,991.43
	LIABILITIES.		
Amount owed to creditors			1,510.55
Surplus			$ 480.88
1912.			
Jan. 1—Total assets		$ 569.66	
Total liabilities		588.98	
Deficit			19.32
Living expenses during year			400.00
			$ 900.20
Less $200 earned from other source			200.00
Net earnings of the store			$ 700.20
1912.			
Jan. 1—Goods on hand		$ 281.70	
Goods bought during 1912		4,500.00	
		$4,781.70	
1913.			
Jan. 3—Goods on hand		1,496.70	
Sold during 1912			$3,285.00

Making Money With Small Capital.

This statement constitutes another illustration of the truth that a man makes more money while his capital is small and his expenses light, also while his business is so limited that he can do it practically all himself and watch every part of it personally, than he does at any other time.

Starting a year ago with an investment of $569.66, this man has made $500 profit. He calls it $700.20, but the store certainly has no right to be credited with the item of "earnings from other source," unless, indeed, the owner is held to be so munificently paid by the business that his time may not be taken from the business without compensation. That can hardly be said to be the case here. Surely an item of $400 for total expenses, including living, cannot entitle that business to any refund.

We find that the expense of $400 equals 12 1-6%. That is moderate enough for any business these days. Wish I could get my expenses down to anything like that ratio, and I should get rich very fast.

Good Showing of Gross Margin.

We next find that the net earnings, or profit, of the business are 15 1-5% on sales, so there is a gross margin of just about 27⅜%, which is a splendid showing. Again, I wish I might equal that in my business and I should get rich fast, even with my greatly heavier expense account.

Lastly, we find that the net return on Capital invested is, is round numbers, $500, which gives us a net percentage of nearly 90-87¾%. I feel pretty happy when I find that my Capital has increased by 25% net in a year.

If we go the other way about this calculation, figuring on the start being made at a point actually below zero, since he owed $19.20 more than he had, we cannot figure on increased capital by the percentage method, properly, at all. We must express the result in terms of the value of the man's individual services to his business; and here this result would seem to be equal to $75 per month, plus the outside revenue he was able to make for himself.

Must Apply Scientific Methods.

It is obvious that only the brightest men, the wisest managers, the shrewdest buyers and sellers, the keenest all-round business men can contiunue this kind of ratio as the business grows; for see what such result would net us: On a business ten times the size of this one, wherein the sales were $32,850, the earnings would be over $5,000 net, even if the manager should draw out for himself and for expenses, the round total of $4,000. Yet this business of $32,580 would only be the average size of grocery business, selling, say, $100 per day.

The lesson for the rest of us is, that we strive hard to make our ratios come out as nearly as possible like that of the small man. Such result can only be accomplished through the application of the most scientific of modern methods.

The other side of this business is seen when we note how absolutely the entire structure depends on the one man and his personality; for you will note that his present net resources consist only in book accounts. He has coming to him from his customers the sum of $421.88 and his net worth is only 480.88—$59.00 net quality in the business. But if he continues to manage as well during the next year or two, we shall have a different statement to review.

HAS A STORE OF HIS OWN.

A Northern Ontario dealer writes me as follows:

Henry Johnson Jr., Esq.
c|o The Grocer.
——Jan. 6th, 1913.

Dear Sir:We have read with interest most of your recent articles, and thought has just occurred to the writer that if you do not live too far away, it might be possible to have you come and give us pointers in stock taking and have a general "hear to heart" talk about everything. You might let us know if you think it at all feasible, and the amount you would expect for your time and trouble.

Yours truly,

Such things are wonderfully pleasing to me, but I can never do that kind of work for several reasons, chief among which is the fact that I have a store of my own which I have to attend to as closely, almost, as the rest of you.

I have, in times past, been able to leave it a great deal, and I expect to be able to do it again. It is my idea that it is not necessary for a man to stick to the one job always; also that it is not wise for him to do so. If he dies, the business will go on without him. Why not, therefore, before he dies? Just at the moment, however,

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

my organization is somewhat disrupted, and I must stay at home and pay strict attention to my store.

From His Own Experiences.

But there is a much more important reason why I should not wish to attempt such work as is suggested above. That is, because no one man can break into another's husiness and give him more than perfunctory advice which is of questionable value. When things in general are discussed here, what I say is written on the hasis of such experience as I have had or am having. Thus it has the right foundation in applied facts. If, then, anything you read here seems to hit you right, the message is for you, and you—not another—may hope to successfully apply it.

I never want to get into the position of the idol with the clay feet; and such I am sure, a numher of you would find me were I to attempt to go into your stores and hand out expert spiels on your own particular prohlems. But I surely thank you for feeling the way you do ahout it.

DIDN'T GET THEIR APPLES.

Canadian Export Co. Did Not Deliver Christmas Fruit to Old Country.

Montreal, Feh. 5.—Complaints have been made at police headquarters by customers of the Canadian Export Company, who had paid money to the company for apples to he sent to friends in the Old Country for Christmas, and which failed to arrive at their destination. When they went to the company's office at 180 St. James Street, where the memhers of the Canadian Export Co. had desk room, they found that the men had departed for parts unknown, and nothing could be learned regarding them.

The Canadian Export Co. advertised extensively in the daily papers last fall, both here and in the West, to undertake shipment of Canadian apples to the Old Country for $3.00 per hox. The firm is said to have done a large husiness with Old Country people all over Canada, who wished to rememher their friends in the Homeland. High Constahle St. Mars had received numerous complaints against this company, and all have been turned over to the detective hureau, hut as yet nothing has heen learned regarding the whereabouts of the men wanted.

Gordon B. McKay, of the W. B. McKay Co., Sussex, N.B., writes: "I have taken the Canadian Grocer for three years and would not do without it."

Satisfactory General Delivery in Simcoe

Grocer There Stumbled Into It Accidentally, But Has Since Found It to Work Out Well—Along Same Lines as Cartage Work, He Says—Another Galt Grocer Gives His Views—Claims That It Could Be Easily Run There to do Efficient Work.

MORE OPINIONS WANTED.

Since the article in last week's Grocer on General Delivery in St. Marys and Galt, Ont,. appeared, two more retailers have given their views. These are published on this page, and it will be seen that in Simcoe, Ont., there is general delivery, and that apparently it is working out quite satisfactorily. Mr. Werrett speaks favorably of it. Mr. MacDonald, of Galt, intimates that it is easily within the limits of possibility to make the system in that town work in a more satisfactory manner. Opinions of other dealers, pro and con, will be appreciated.

By Geo. O. Werrett, Simcoe, Ont.

We have a general delivery in our town, which has heen running for years, and looks as if it might run for years to come. Generally it is satisfactory. It is system compared with haphazard methods of doing things, and, as you know, system generally wins out.

We speak from actual experience. We were one of the last to join the general delivery, having run our own delivery for some time after our fellow-merchants went into the general delivery. We always felt we had an advantage over our opposition by having our own wagon, until hy accident we found out differently.

Our horse having run a nail in his foot, we found it necessary to lay him off and get the general delivery to do our delivering until such time as our horse should be in shape to work again. Much to our surprise we discovered in less than two days we could give our customers a much better service with the general delivery than we could with our own. At nine o'clock each morning we have three wagons at our door, which cover every part of the town, and all our customers receive their goods within a few minutes of one another. This is repeated again at eleven, half-past two, four and five-thirty. The unfortunate part of our own delivery was that our own horse could only go in one direction at a time. While one part of the town was heing served, the other part had to wait. Saturdays the general delivery put on an extra wagon, and also give two deliveries after supper.

The success or failure of this delivery husiness is largely with the man behind the gun—that is, the man who runs it. The delivery here is run entirely independent as a husiness hy itself, hy a man who has no connection with any of the businesses interested. The only partiality he shows is a partiality for himself to give us a good service and get his pay. He receives so much a week from each one. It is as much a business as the cartage business (carting goods from the railway to the stores, for instance), and yet at one time every merchant thought he had to have his own cartage.

• • •

BETTER SERVICE POSSIBLE.

By F. A. MacDonald, Galt, Ont.

In Galt there are some five or six grocers in the general delivery. As regards how customers and myself like the scheme, I would say that for a time it worked out very satisfactorily, and I am sure it could again. You will see by this that there has been some fault, there being two reasons for this, one of which was change of drivers at a husy season. This, of course, cannot be controlled, as private deliveries have the same trouble.

Then, again, some of the merchants have held the drivers waiting so long for the first trip, which goes at 9 a.m., that they are not ahle to make a second trip hefore noon, as supposed to. You can see, therefore, it is partly the merchants' fault in this case. It is much cheaper than private delivery, and, I maintain, can be run satisfactorily.

As to Mr. Johnson's contention that people who are disappointed will huy elsewhere, my idea is if people are looking for faults they will certainly find them in the best stores. People wearing hlue glasses will certainly see blue in everything. The great hulk of people want a reasonahle service, and when I look around and see that some of the most successful merchants (financially) are the most unohliging I am greatly tempted to say "Independence is the hig drawing card."

There is no douht, also, a great deal to be said on the other side, hut theory does not always make good practice.

Suggestions for the Practical Clerk

Opportunities Afforded for Selling Goods Above Demand—Competition Among the Clerks—Profits on Sugar—Cutting Out Leaks—Money Saved in Taking Discounts.

By a Retail Clerk.

With your permission I would like to comment on some things brought up by Henry Johnson and others in issues of The Canadian Grocer. One of these is "Selling goods beyond actual demand."

With a little effort these extra sales will amount to considerable in a year; and further than that, these extra sales mean in most cases the sale of articles bearing a margin of profit considerably above the average grocery store margin. Believing this, we have tried for some time to encourage the making of extra sales. Counter displays, frequently changed, are certainly a help with us. Then, too, at intervals we have a little competition, each clerk keeping track of the extra sales made for a certain period—sometimes for a day, another time for a week. The last time was a week period. At the end of the week clerk A had $5.35 in extras; B had 5.50 and C $8.03. In addition to this our delivery boy picked up $1.40 in extra sales.

This policy helps indirectly in another way. Perhaps, for example, sausages have not sold well during the day as expected, and at 6 p.m. on a Saturday night you have too many on hand. Your clerks have learned how to introduce extra goods, and they can usually sell out the overstock. In fact, it is surprising how little we lose even during the fruit season when working in this manner.

Getting a Profit on Sugar.

We believe that when we break up a bag of sugar into "quarter's worths" we ought to have a wider margin of profit than if it is sent out in $1 lots or bags. So instead of carrying the dollar rate right through we figure a higher price for the smaller lots. For example, at time of writing sugar is selling here at 18 lbs. for $1, but in 50 cent or 25 cent lots it is figured as if 17 lbs. were selling for $1., i.e., 4¼ lbs. for 25 cents. Sugar costs here at time of writing $4.84, and figured on selling price we get profits as follows:—By the bag, 12 per cent.; in $1 lots, 12.88 per cent.; less than $1 down to 25 cent lots, 17.68 per cent.; less than 25 cent lots, 19.33 per cent. Of course, it costs us more to handle sugar in small lots, but we have not yet found a plan that works out better than the above. Would be glad to hear of other "sugar plans."

GOOD MATERIAL FOR CLERK'S PAGE.

The article on this page from a Perth, Ont., grocery salesman bespeaks a bright, live young man who is keeping abreast of the times. That he follows closely leading grocery topics of the day is evident from the points he touches. He is in a store where the clerks are real salesmen. They have competitions to see who can sell the most goods above actual demand. It will be noted that in a week they sold over $20 worth in this way, including the share of the delivery boy. Clerks will find much food for thought in this article. Articles on these and other questions are solicited. This is a clerk's page and it is live, practical business methods of this character that will make it most useful. Send your views along.

Sanitary Butter Taster.

In your "leak" column some one points out the danger of the one customer using the one butter taster, but they do not suggest a better way. For some time we have used the following plan. It is simple. Just break off a narrow strip from the wooden butter boat you are going to use to place the butter on and let the customer use that. Throw that away and break a new one for he next customer.

Here is another leak which is worth while referring to. Canned goods manufacturers guarantee their goods, but in too many stores the back store man has not instructions to hold all bulged tins till a representative comes along and a credit can be obtained. Too often the spoiled goods are simply thrown out, and consequently no claim can be made.

Some stores, too, save the outside sugar bags and throw away the inside ones. By selling the latter for dish rags, etc., we get 30 cents a dozen for them, and usually have orders ahead.

$115 Saved in Discounts.

This has been the subject of much discussion in The Grocer during the past year. Most writers have called attention to the very small discounts and lack of discounts in the grocery business. Discounts for cash payments are certainly small, but such as they are, they are well worth taking. We keep track of ours, and on a business of something over $20,000 last year they amounted to about $115, enough to pay our bills for light, coal, ice, street sprinkling, Canadian Grocer and a little more. On some goods marked "Nett 30 days" the wholesaler is glad to give an allowance for a payment in ten days. Discounts are small, but let us not throw them away such as they are.

RETAILER NOT RESPONSIBLE.

No Fault of His If Goods in Sealed Packages Turn Out Wrong, Says Judge.

A case of great interest to merchants, particularly to retailers, was recently decided by Judge Denton, Toronto.

In the autumn of 1911 Rice Lewis & Son, hardware dealers, sold to one Hill a box of cartridges unopened and sealed with the manufacturer's seal. In operating his rifle one of the cartridges exploded prematurely, injuring Hill, and the jury found as a fact that the explision and consequent injury were caused by a small and improper sized cartridge in the barrel of the rifle, and that such small cartridge came out of the box sold to Hill.

At the trial a motion to non-suit the plaintiff was reserved, and his Honor has now delivered judgment, granting the motion and dismissing the action.

The reasons, briefly, for dismissing the action were that Rice Lewis & Son sold an unopened sealed package of a named brand or make, put up and guaranted by the manufacturer; that Rice Lewis & Son had no greater means of knowing its contents than the plaintiff, and that Rice Lewis & Son were, therefore, not guilty of any negligence.

This is of special interest to all dealers in goods done up in sealed packages, and is the first reported case in our courts on the question.

Stoddard Bros., North Bay, Ont., have succeeded A. E. French & Co.

February, Orange Marmalade Month Here

Now is the Time to Push Sales of This Line With Great Vigor—A Novel Contest Suggested by Retail Dealer—Connecting up Newspaper Space and Window Display—Fish, Soups, Cocoa, and Meat Extracts Among Other Lines to Get Behind.

February, the month of snow and ice, is the season for marmalade making. It is the month when thrifty housewife replenishes her stock of this delicious treat for the first meal of the day. It is the season when she trips away to the grocery to make her purchases of this fruit or to make inquiries when it is the proper time to make her purchase.

No live dealer will let the customer wait for these goods, but will anticipate the demand and arrange for an aggressive campaign to get the lion's share of this profitable trade.

Suggestion for an Orange Week.

This can be done by planning an "orange week" and thus stimulating the demand. How can it be done, you ask? The very name of orange suggests the plan. One retailer, the writer knew, conducted a novel campaign in this regard. He first had the local paper run a series of ads., showing a box, nothing else, and carrying the statement that a prize of $2.00 would be given to the first person who guessed what was coming out of the box. The day before the opening of the sale he used a large announcement of the orange sale.

But to connect the store up with the ads. have the window display exactly the same as the ad. in the paper. This will link the public's attention to both the ad. and to the window.

What Curiosity Will do.

The prize offered will get the people talking and keep them guessing. Curiosity is a great stimulator and will induce people to purchase when they otherwise wouldn't. Then when you have aroused the public curiosity, spring the announcement and place a display of oranges in the window, trimming it with orange ribbons and bunting. Use orange crepe paper quite freely and relieve the color with sprigs of green or with evergreens. Make a background of jelly glasses and jars, paraffine wax and sugar. Use price card on sugar in 100 pound lots and with the decline in sugar announced last week you have an extra inducement to offer.

Decoration of the Store.

Every wrinkle possible should be used in decoration that will suggest oranges. Trim the interior with a little orange bunting and place oranges everywhere they will catch the eye. Concentrate during the week on orange selling and you will surprise yourself with the quantity it is possible to sell.

The delivery sleighs and rigs might even be trimmed with orange bunting and posters announcing the big orange sale. A dealer can also get several of the leading orange companies to cooperate in this scheme and can get from them photos of orange groves and other interesting matter that will arouse interest in the production of oranges.

Push Sugar Sales.

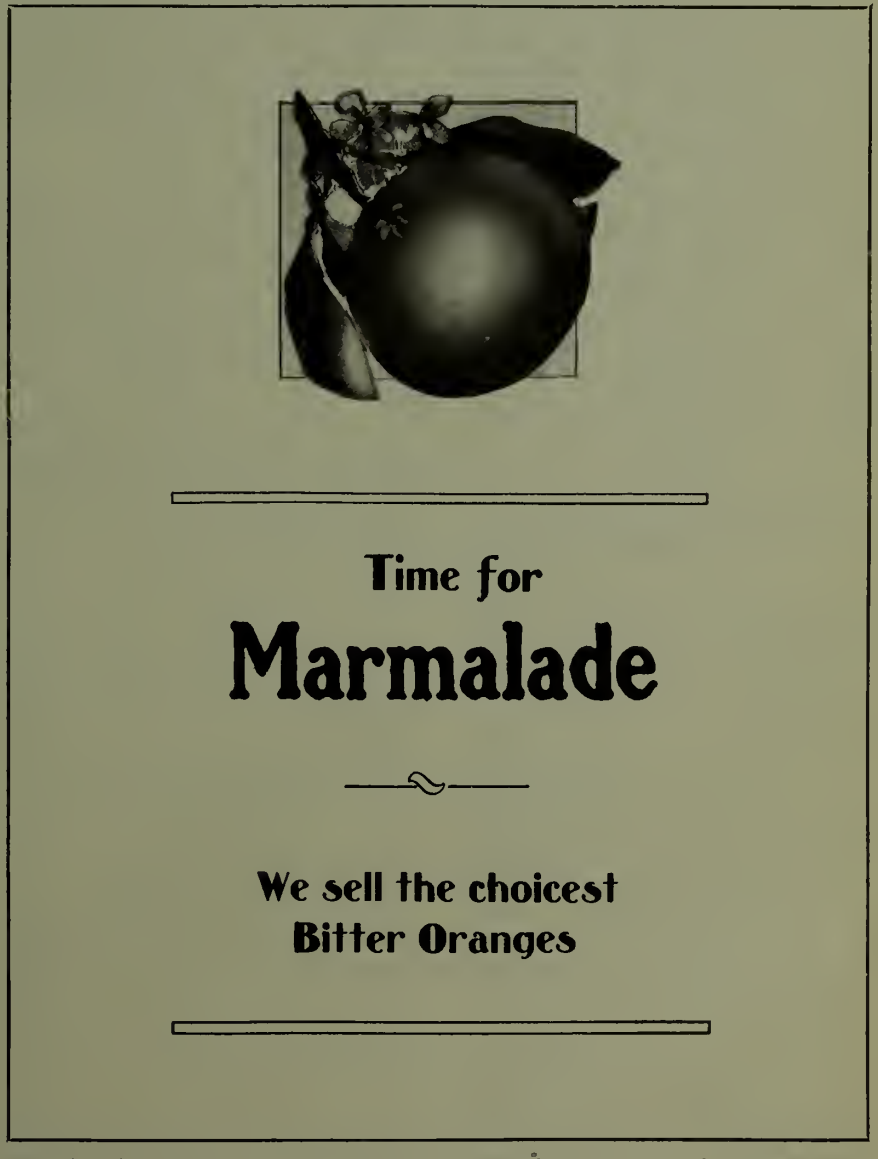
February usually sees about the lowest price in sugar and it is the opportune time to push sales of sugar. With the orange campaign in full swing you are creating an extra demand for sugar, for every time you sell oranges for marmalade, that sale opens the way for a sugar sale. Some dealers place a big pile of sugar in bags in the centre of the store right beside the main orange display and sell both at the same time as one suggests the other.

The Use of Price Cards.

Neat show and price cards in orange and in the shape of an orange might with profit be placed at vantage points and each grade of oranges should be plainly marked as the price will be a big aid in closing sales.

The very fact that this is a new de-

(Continued on page 36.)



Suggestion for show card for selling Marmalade Oranges. The Orange should be in its natural color.

Current News of the Week

Quebec.

One of the newest things in the oyster trade this season is the glass jar package. This is in use in Montreal.

The last Canada Gazette announces that the capital of the Walter M. Lowney Co., of Canada, Montreal, has been increased from $250,000 to $500,000.

The Societe Francaise de Specialites Alimentaires has recently established in Montreal a plant for the manufacture of food products such as pate-sandwich, which is the chief line. This firm has large plants in France for manufacturing similar products.

W. H. Halford, Canadian manager for Furuya & Nishimura, Montreal, returned recently from a two week's trip to the firm's head office in New York, and to other points in the United States and Canada. Mr. Halford reports that the Japan tea business is generally naturally quiet at this period, owing to the fact that jobbers have now just about completed the balance of their importations and are in the midst of filling country orders. After that there will be more movement. Mr. Halford states that during his stay in New York, there was some agitation apparent that a duty would be imposed on tea and in consequence several large invoices changed hands.

Ontario.

The Retail Merchants Association, Ontario Provincial section, will hold its annual meeting in Toronto, Feb. 25 and 26.

Bell & McEachern, general merchants, Stayner, Ont., have dissolved partnership by mutual consent, D. G. Bell, the senior partner continuing under the name of Bells'.

W. Henderson has disposed of his grocery at 537 Bloor St., West, Toronto. He has purchased the property at 435 Jones Ave., and will reopen there as soon as he has fitted up the premises.

The Wentworth Orchard Co., with head office in Dundas, Ont., is contemplating the erection of a jam factory. This company has now an evaporator factory in Waterdown where it is probable the jam manufacturing plant will be located.

J. A. Ruddick, dairy and cold storage commissioner of Canada, stated recently at Ottawa that fruit growers should devote more study to what was the seasonable time for shipping fruit. This year much money had been lost to consumers and producers through shipping green fruit he claimed. Some apples were put on sale months ahead of the time that they were ripe, was one of his contentions.

Secretary, W. C. Miller, Toronto, of the Ontario Retail Grocers' Association, reports that the petitions re Garnishee Law and Scale Inspection Act are still coming in from all directions. In many villages, towns, and cities every merchant available signed them which indicates the feeling among the trade to have the amendments referred to in the petitions. In signing these petitions those in charge of their circulation should see that pen and ink is used rather than bad pencil. It is a business proposition among business men and ink is the business method of adding the signature.

Western Canada.

The Allan, Cummings Co. will open in Moose Jaw, Sask., about the first of March a large departmental store.

Defective electric wiring is given as the cause of a fire in Paterson's grocery store, Winnipeg. There was, however, little damage done, and loss is covered by insurance.

John A. Cheyne, representing H. P. Pennock & Co., manufacturers agents, Winnipeg, is east on a business trip. He has been calling on the trade in Hamilton, Toronto and Montreal.

J. J. Christopher, grocer, Wetaskiwin, Alta., has been holding a stock-taking sale. He introduces this to readers of the Wetaskiwin paper as follows:—"We find at this season of the year our stock is much too heavy and are determined to reduce it, and will do so by giving special price sales till our stock is reduced several thousand dollars. This week we quote only a few. Watch this space next week." Following this are prices on coffee, tea, and flour.

The stores of the Hudson's Bay Co. at Portage La Prairie, Man., were destroyed by fire recently. The building and contents are a total loss. The fire started when the store was full of customers, and spread with such rapidity that it was impossible to save much. Some of the employees in the upper flats had narrow escapes. Loss on the building is estimated at $20,000 and stock between $50,000 and $60,000.

DEATH OF GEO. E. TUCKETT.

Was President of Big Tobacco Firm Since 1891—With the Firm for 36 Years

Hamilton, Ont., Feb. 6.—Geo. T. Tuckett & Son, tobacco manufacturers, passed away last week at his home here. He was the eldest son of the late Geo. E. Tuckett, one of the founders of the firm, and ex-mayor of the city.

Mr. Tuckett was born in 1859, and had been with the firm since he was eigteen years of age. When the company was reorganized under the present name he was appointed general manager, later being elected vice-president in 1888 and succeeding to the presidency in 1901. The following year he became president also of the Tuckett Cigar Co., then formed.

APPLES DISPLAYED ON STOVE.

Still another leak comes in from a commercial traveler. He says: "The writer was in a grocery store a few days ago where he saw a bushel basket of Northern Spy apples on one side of a red hot stove and on the other side a basket of turnips. They had been there for several days by their appearance, as they were all withered. In fact some of the apples were rotten. The proprietor or the clerk had evidently put them there for samples so that customers could see them. But even if customers did notice them, their appearance would have had the opposite effect; it would have been better to have them out of sight in the cellar.

"There was plenty of room near the front entrance where the goods could be easily seen and where they would not spoil. Some merchants are throwing money away every day through just such carelessness as this. The clerk should have known better. He was a fairly bright looking chap, but I suppose like a great many others—but not like them all—could not think for himself."

Advances in Several Lines of Tobaccos

Increased Cost of Production Given as the Reason—Cut, Plug and Tin Tobaccos Affected—Sugar Situation Doubtful—Question is, Has Market Touched Bottom? —Burning of Ship Loaded With Tea and Wreck of Another Firms Market — Prunes Selling Slowly—The Bean Situation.

QUEBEC MARKETS.

POINTERS,—
Sugar—Weak.
Tomatoes—Declined to $4.00.
Ceylon Teas—Firm.
Coffee—Bullish.

Montreal, Feb. 6.—The past week has been devoid of interest and very few price changes have been recorded. Business is good, but the orders are smaller than usual. There are persistent rumors of still lower prices for sugars and it is generally conceded that many staple lines will be easier this year than last year. Already rice has declined.

SUGAR.—The sugar market is weak and dealers are only buying from hand to mouth, as it were, in anticipation of lower prices. The same prices quoted for last week are ruling this week, but many seem to think it is only a question of time till a decline is announced, as the present price of raw sugar appears to justify refined sugar selling at ten to twenty cents lower than to-day's quotations.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	6 45
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	6 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	6 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 85
Extra ground, 50-lb. boxes	6 10
Extra ground, 25-lb. boxes	6 30
Powdered, bbls.	4 85
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES.—There is no change in the market conditions on these commodities. The Barbadoes refineries state that their make of molasses this year will be only about 60,000 to 65,000 puncheons, as compared with 82,000 puncheons made last year. It is stated that it will pay the producers far better to make molasses this year than to make sugar at the present prices ruling for this latter staple. The trade in syrups is quiet and as there is a bumper crop of corn the market on syrups is quite easy.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 6-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—There is no change in the dried fruit situation except a decline in dates. There is a rumor on the street that dried apples have slumped, but this has not been confirmed.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07¼
Evaporated peaches	....	0 09¼
Evaporated pears	....	0 12½
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06¾
Dates, Hallowee, loose	....	0 04¼
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-60	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

NUTS.—Conditions prevailing last week rule again this week with very little business passing.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	....	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Mvette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¼
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Rice remains steady after the decline of last week. There is a fair demand for this line.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 65
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 66
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	6 60
Imperial Glace	....	5 20
Ice Dips	....	6 85
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

SPICES.—Spices are firm and there has been a stiffening up in range of the prices quoted. There is a fair amount of trading done for season of the year.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

COFFEE.—There is a bullish sentiment in the coffee market this week, and buying is generally advised as advances are looked for but this attitude may be the result of manipulation. However, coffee is quoted strong, with no changes.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27

TEAS.—All grades of Ceylon blacks have advanced one farthing and the better grades have advanced a trifle more and are hard to get. There is a good demand for China greens, Hysons, and Gunpowders, particularly pinhead and pea leaf grades. Trade is fair.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

BEANS.—Large importations of Austrian beans are coming on market here, one company bringing in 15 cars within past six weeks. Peas are also being imported from Konigsberg, Prussia. Fifteen cars of these peas have been brought in within past few weeks.

The quality of the Ontario beans is generally poor, consequently several shipments of same have been refused for

not being up to mark and these have been sold for just what they would bring but any beans of quality are holding firm.

Beans—		
Imported Vienna brown beans, bush...		2 75
Yellow beans, bushel	....	3 00
Ontario, 3 lb. pickers	2 60	2 65
Green peas	....	2 75
White peas	2 60	2 65

ONTARIO MARKETS.

POINTERS,—

Ceylon Teas—Firmer Market.

Tobaccos—Several Prices Higher.

Sugar—Hand to Mouth Buying.

Toronto, Feb. 6.—Wholesalers report business still on the quiet side with no more than the usual trade passing at this season.

Among the recent advances made to the wholesale trade are those on several lines of tobaccos. The advance which has for some time been looked for on "Old Chum" brand materialized to extent of 3 cents per pound. Virginia tobaccos are up from 2 to 3 cents, while Canadian plug, such as Black Watch and Stag are up a cent a pound. Shamrock is unchanged, but tin tobaccos have advanced 2 to 5 cents with one line up 15 cents. Raw leaf for cigars has gone up about 10 per cent. Manufacturers attribute advance in tobaccos to the increased cost of production.

SUGAR.—Since week ago sugar may be said to have hardened a shade, but there does not appear to be much chance just now of an advance. The present is an uncertain time for sugar in view of the growing West Indian crops and the Balkan war may also have some effect if it is prolonged to any extent. Sugar is no doubt cheap and some refiners think it to be rather close to bottom prices. Wholesale trade is in doubt whether to buy now for speculation or to wait to see whether or not low price has been reached. Retail trade should continue to buy on hand to mouth basis for some time at least.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, hbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, hbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUPS AND MOLASSES.—As previously reported sales of syrups, corn, cane and maple, are quite brisk. Lent is always considered a good time for these and from the way the retail trade have been stocking sales are good.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—There is little change in this market. Dried fruits are selling slowly, wholesalers finding prunes particularly quiet this season. This is due in part to abundance of apples. Evaporated apple market is weak, due to plenty on hand.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¾
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Tea market as reported from London this week is steady. There was an advance recently of 3 farthings in medium common teas which reflects the steady strength of the market. A Russian steamer loaded with tea was lost recently and the steamship Clan Maclean was burned at Chittagong, causing loss of probably couple of million pounds. These have firmed market to some extent.

COFFEE.—Coffee situation is unchanged with market strong so far as those on the outside can see.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Spices are moving slowly and will for some time to come. Some of the markets are firming a little, but on whole they are steady.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	30—32	1 08—0 95	..—1 08
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 96
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 60
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83

RICE AND TAPIOCA.—There have been no further changes in rice and tapioca since declines announced week ago. Medium pearl and seed tapioca are weak.

	Per lb.	
Rangoon, per cwt.	3 70	4 00
Fancy rangoon	....	0 05½
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06	0 06½
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Apart from shelled walnuts and almonds, nut market is quiet and will be till summer comes again. Then peanuts will have a steady sale.

Almonds, Formigetta	0 15	0 16
Almonds, sbelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresb cracked	0 29	0 30
Walnuts, shelled, new	0 35	0 36
Cbestnuts, Italian, large, lb.	....	0 12½
Cbestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10

BEANS.—So far, imported beans have occupied chief place on market, but it is now likely that Canadians will soon be selling freely. Ontario farmers have held off for long time, but now that there has been no scarcity, due to coming of Austrians, they will probably have to market their crops. While much of the Ontario crop was somewhat spoiled there are no doubt considerable quantities of fairly good quality to market.

Beans, Canadian—		
Prime beans, per bush.	2 60	2 65
Austrian, medium, bush.	....	2 75

MANITOBA MARKETS.

Pointers—Tobaccos Advancing—Beans Weak.

Winnipeg, Feb. 5.—(Corrected by wire.).—Two important factors may be considered as having a direct effect on business here during the next two weeks, viz., the annual bonspiel, which greatly stimulates retail trade, and the beginning of Lent, which, while decreasing sales in some lines, accelerates the movement of others. The bonspiel means the influx of some 10,000 people to the city for a period of a week, many

of them business men, and is always considered as giving wholesalers and their customers chance for personal acquaintance that is used to advantage by both parties.

Market conditions in staple lines are little changed. Beans are firm, with hand-picked practically off the market.

Railroad contractors have not yet begun the purchase of supplies for outfits, but as most of the big contracts have been awarded, it is probable that the matter of organization will be proceeded with without delay.

Hand-picked beans, 3 lb. pickers, are down to $1.65. There are practically no hand-picked on this market.

SUGARS.—All indications would seem to point to low priced sugar during 1913, and that reductions of the last two weeks will be followed by further declines. For the present the market is steady. Demand is moderate.

Montreal and B.C. granulated, in bbls.	5 15
Montreal and B.C., in sacks	5 10
Montreal and B.C. yellow, in bbls.	4 75
Montreal yellow and B.C. yellow, in sacks	4 70
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—That all is not right with the butter trade is evident from reports of food inspection throughout the West. Whatever will be the outcome of enquiries, the immediate result of suspicion is to stimulate sales of syrup. Lent is a good syrup season, and it is worth while to bring it to the front.

2 lb. tins, per case	2 13
3 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 — 0 35
Molasses, Barbados, gal.	0 45 — 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

TEAS AND COFFEES.—The fluctuations and manipulations of the New York Coffee Exchange are difficult to understand at this distance, but they have no effect locally. The basic facts seem to be a short crop and reserve somewhat below average. If this deduction is correct cheaper coffee is not yet in sight.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 11¼
Teas—	
China blacks, choice	0 25 — 0 40
India and Ceylon, choice	0 32 — 0 40
Japans, May picking	0 35 — 0 50
Japans, choice	0 35 — 0 45

DRIED FRUITS.—There is a good demand at this season, and most lines are firm. Large size prunes are scarce, and are likely to go higher. Small sizes are plentiful, and likely to be cheaper.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05¼
90-100s, 10s, s.p.	0 05
80-90s, s.p.	0 06
80-90s, 10s, s.p.	0 06½
70-80s, 25s, s.p.	0 06¾
70-80s, 10s, s.p.	0 07
60-70s, 25s, s.p.	0 06⅞
50-60s, 25s, s.p.	0 07⅜
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¼ — 0 09½
Smyrnas	0 13 — 0 15
Currants—	
Dry clean, per lb.	0 07⅛
Washed, per lb.	0 07⅝
1-lb. package	0 08¾
2-lb. package	0 17¾

NUTS.—This is about the quietest time of year for nuts, but there is always a steady trade in shelled lines. In unshelled lines there is more variation, and the best sales are during the summer and holiday seasons.

	Per lb.
Brazil	0 18 — 0 19
Tarragona almonds	0 16¼
Peanuts, roasted, Jumbos	0 12¼
Peanuts, choice	0 11
Pecans	0 22
Marbot walnuts	0 13½
Grenoble walnuts	0 16
Sicily filberts	0 11½
Shelled almonds	0 33 — 0 34
Shelled walnuts	0 31

WINNIPEG.

GREEN FRUITS.—There is not much activity in green fruit business this week. Heated cars are being brought into commission, and may lead to an improvement. Stocks of apples are heavy, being estimated at 20,000 barrels and 12,000 boxes by the fruit inspection department of the Dominion Government. Sales are, however, slow. Oranges and lemons are scarce and dear. Malaga grapes are almost done. Native vegetables are scarce. Imported tomatoes are now from Florida, and the supply is inadequate and price high on account of freight charges.

Frozen cranberries	10 00
Malaga grapes, kegs	8 50 — 10 00
Navel oranges, case	5 00
Bananas, per bunch	2 50 — 3 50
California lemons, crate	10 00
Washington apples	1 50 — 2 25
Florida tomatoes, case	9 00
Ontario apples	4 00 — 5 50
Cranberries	14 00
Spanish onions	3 75
Florida grape fruit	5 00
Pears	4 00
Valencia onions	2 00
Imported rhubarb, lb.	0 15
Strawberries, quart	0 55
Sauerkraut, lb.	0 04
Potatoes—	
Potatoes, per bushel	0 40
Carload lots	0 35
Jersey sweet potatoes, barrel	6 50

WINNIPEG.

FISH.—The volume of fish business is larger than at this time last year, and a good Lenten business is anticipated. Halibut is scarce, but large supplies are en route. There is not much doing in poultry, and the domestic stuff coming in is of poor quality. Oysters are in steady demand.

Fish—	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 08½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 68 — 0 75
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Feb. 6.—Butter and eggs are quite plentiful with every indication of still further drop. Potatoes are firm at $15 ton for locals and $21.50 for Ashcroft stock.

Butter, creamery, per lb.	0 33
Currants, Filiatras, per lb.	0 08¼
Currants, Vostizzas, per lb.	0 10
Canned Goods—	
Corn, 2's, per doz.	1 20
Peas, 2's, per doz.	1 47½ — 1 60
Raspberries, 2's, per doz.	2 37½ — 2 40
Strawberries, 2's, per doz.	2 37½ — 2 40
Tomatoes, 2's	1 40
Cornmeal, per barrel	4 30
Eggs, per dozen	0 33 — 0 45
Flour, Manitoba best, per bbl.	6 60
Oatmeal, std., per sack	1 90
Potatoes, local, ton	15 00
Potatoes, Ashcroft, ton	21 50
Raisins, Cal., fancy, per lb.	0 06 — 0 07
Rice, Japan, per ton, No. 1	112 50
Rice, Japan, per ton, No. 2	90 00
Salmon, Sockeye, per case	10 25
Sugar, std., granulated, per cwt.	5 65

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Feb. 6.—Markets in general are showing about same tone as last week with not much activity. Flour is not expected to be lower. Better sales are reported with heavier orders. There are easier prices at milling points for rolled oats. Molasses market in Barbadoes is unexplained by local dealers, who say that quotings are too high particularly when compared with sugar. Crop has not been harvested for fortnight or more, but supplies are sufficient to last meanwhile.

Bacon	$0 15
Beans, hand picked, bushel	2 75 — 2 80
Beans, Austrian, bushel	2 65 — 2 75
Beans, yellow eye, bushel	3 10 — 3 15
Butter, dairy, per lb.	0 32 — 0 36
Butter, creamery, per lb.	0 28 — 0 30
Buckwheat, W., grey, bag	2 75 — 2 85
Cheese, new, lb.	0 14½ — 0 14¾
Currants, 1's, lb.	0 07¾ — 0 08
Canned Goods—	
Beans, baked	1 30 — 1 35
Beans, string	1 02½
Corn, doz.	1 10
Peas, No. 4	1 40
Peas, No. 3	1 42½
Peas, No. 2	1 45
Peas, No. 1	1 80
Peaches, 2's, doz.	1 55 — 1 60
Peaches, 3's, doz.	2 35 — 2 40
Raspberries, doz.	2 20
Strawberries	2 20
Tomatoes	1 65
Cornmeal, gran.	4 75
Cornmeal, bags	1 40
Cornmeal, bbls.	2 95
Eggs, hennery	0 45 — 0 50
Eggs, case	0 25 — 0 27
Flour, Manitoba	6 25 — 6 35
Flour, Ontario	5 65 — 5 70
Lard, compound, lb.	0 10¾ — 0 11
Lard, pure, lb.	0 14½ — 0 15½
Lemons, Messina, per box	3 50 — 4 00
Molasses, Barbados, fancy	0 38 — 0 39
Oatmeal, rolled	5 25
Oatmeal, std.	5 80
Pork, domestic mess	24 00 — 24 50
Pork, American clear	25 00 — 27 00
Potatoes, barrel, new	1 80 — 2 25
Raisins, California, seeded	0 07¾ — 0 08½
Rice, per lb.	4 25 — 4 50
Salmon, Case—	
Red Spring	9 25 — 9 50
Cohoes	8 50 — 8 75
Sugar—	
Standard granulated	4 70 — 4 80
Austrian granulated	4 60 — 4 70
Bright yellow	4 50 — 4 60
No. 1 yelliw	4 20 — 4 30
Paris lumps	5 60 — 5 75

FRENCH SARDINE TRADE IN PERIL.

Owing to labor troubles the sardine trade of Brittany, France, has been struggling with great difficulties. Some 116 sardine canning establishments in several districts have closed, throwing out of employment some 50,000 men, women and children.

The trouble began with repeated strikes accompanied by violence on the part of solderers of the sardine tins,

their grievances being the introduction of machinery in the preparation of the boxes for sale. Some of the big houses were compelled to continue to employ hand-labor and to meet this handicap. The manufacturers endeavored to induce the fishermen to use new and improved methods of ensuring larger catches and a more permanent and abundant supply. The fishermen like the solderers, ignorant of the economic laws of exchange and production, aided by labor influences, refused, preferring to take fewer sardines and sell them dearer.

Recently the syndicate of sardine manufacturers met at Nantes, and decided, as the Autumn season had closed, to shut down their factories. The owners claim that this is no lock-out, but they consider the situation immediately ruined as they cannot meet the competition of the Spanish and Portuguese fisheries.

The Government has been urged to give immediate attention to the situation.

Annual Staff Gatherings

The annual convention of salesmen of S. F. Bowser & Co. was held in Toronto, on January 13, 14, 15. An address of welcome opened the convention, delivered by S. F. Bowser, president, who thanked the members of the staff for the work they had done during the past year. Announcement was also made that it had been found necessary to increase the size of the Toronto plant and a $40,000 addition would be proceeded with at once.

An interesting feature of the convention was the presentation of the loving cup which was won by the Toronto branch, of which W. R. Hance is manager. This cup is presented to the branch doing the largest volume of business during the year, and the competition is open to Canadian and United States branches.

The following attended the convention:—S. F. Bowser, president; S. B. Bechtel, assistant general manager;; W. R. Hance, Can. mgr.; J. A. Forsythe, asst. Can. mgr.; E. Cummings, factory mgr.; A. Anderson, W. L. Anderson, H. Beique, H. E. Bleeker, F. Clayton, H. Crepin, W. N. Deming, H. A. Desparious, J. W. Edwards, Geo. Harley, J. B. Harley, W. Hickingbottam, T. F. Horan, H. J. Jeavons, E. J. Lessel, J. W. Merickel, A. McIntosh, A. Leo. McIntosh, W. R. McCaughy, A. E. Moffatt, E .J. Murphy, N. Paquette, F. C. Potter, T. H. Rhodes, W. Y. Robertson, F. C. Sears, R. W. Williams.

Following items are from The Canadian Grocer of Feb. 10, 1893:—

"A good many merchants lose accounts because they are diffident. An account should be presented as soon as it is due. No man ought to be timid about asking for what is his own. The retailer should remember that he has obligations to the wholesaler that he must discharge, and this he cannot do unless he is prompt in his demands upon his customers."

Editorial Note.—In the matter of collecting accounts, conditions are much the same as twenty years ago with exception that terms of credit are shorter. The same advice on collecting holds good to-day.

• • •

"A retail grocers' association is wrestling with the question of the classification of eggs, and the members talk of compelling the wholesale dealers to mark the boxes, in order to show whether the eggs are cold storage or fresh."

Editorial Note.—There should to-day be some means of compelling all egg producers to market eggs as they are laid and not a month later when price might be higher.

• • •

"The movement in beans is not large; prices are steady and unchanged at $1.10 to $1.15 for a good average article other than hand-picked."

Editorial Note.—Prime Canadian beans are now quoted at $2.60 and $2.65 on Toronto market—double the price of 20 years ago.

• • •

"The egg markets are still bear, and while prices are a good deal higher a few fairly good consignments would probably result in a suhstantial drop. Strictly fresh are quoted as high as 30 cents and limed at 21 to 23 cents. Lots have changed hands between local dealers at the outside price."

Editorial Note.—Twenty years ago egg prices were actually higher than they are to-day at this time. Above prices were those existing on Toronto market.

FEBRUARY, ORANGE MARMALADE MONTH HERE.

(Continued from page 31.)

parture will ensure its success and while the sale may not seem worth the trouble, the cumulative value of this novel form of advertising is beyond computation and will bring the dealer in dividends for many a month afterward. By adopting progressive methods in marketing goods, a merchant creates a good will that will he of immense value to him and will insure him against financial depression.

To increase marmalade orange trade, many retailers loan their orange slicers to customers. This is quite a boon to many of the latter and always means more sales.

February, too, is the month when syrups should be moved out by displays and newspaper advertising. Any maple syrup on hand should be pushed now as it will not be long until maple syrup making will again be here.

As suggested in a recent issue of The Grocer, a platter of pancakes with a neat display of syrup would prove effective. At same time packages of pancake flour could be shown.

Corn and cane syrups are lines which should be pushed hard this month. This is their big season and therefore it is time of least resistance.

Cold weather goods—wherever there is cold weather—are also easy sellers in February. With some extra care and attention they can be made profitable. A small display of neat extracts, soups, or cocoa for instance, would use up little room on the counter where customers stand to do their purchasing and they would suggest themselves.

The sales of soups are rapidly on the increase. Men who know say that there is a big future for them on account of their digestible character and the fact that many think they eat too much fresh meats. Not enough soups are eaten, and if their helpful qualities were pointed out more by the merchant he would sell more of them.

As soups during recent years have progressed so rapidly in the public's favor, some merchants must he getting more business from them. If you are not, why not?

Fish, of course, is one of the lines that always helps to brighten up February sales. Lent has opened and will be in direct proportion to the aggressive methods used for getting after business. Various methods will be gone into in The Grocer's fish department during the Lenten season. They will include actual methods in use in retail stores, so that every retailer at all interested in fish should follow them.

Check Placed on Selling Frozen Oranges

United States Authorities Say That Boxes Must Not Contain More Than 15 Per Cent. of Dries — Western States Buying Italian Lemons For First Time, Due to California Frost—Good Quality Florida Oranges Arriving—Many Imported Vegetables on Market—Potato Market Easier.

Authorities at Washington, U.S.A., have passed an order placing a check on the distribution of frozen California oranges. The rule is that where oranges register 15 per cent. of "dries" or more to a box they will not be allowed for sale. Frozen oranges lose their juice, becoming dry. Various reports from different California growers show different situations. The Grocer heard this week of one grower in the Redlands district who had expected 10,000 boxes of oranges from his orchard before the frost. After the frost this dropped to 1,000 boxes and on still later inspection he does not believe he will market a single one. This, however, is not general. The smudges saved many thousands of dollars and in canyons where there orchards damage was slight.

Lemon market is strong and should continue so. A Canadian fruit broker who was in New York last week states that New York brokers are hearing from the Western States in reference to European lemons, from men they never heard of before. This looks as if the Californian lemon was hard hit by the frost.

The potato market since week ago has taken quite a slump, due to the January mild weather. This allowed holders to market them freely without fear of frost.

MONTREAL.

GREEN FRUITS.—There is a stronger tone to the apple market, due to firmer tone of the English market which is offering the following prices for apples:

Baldwins, No. 1	20s. 0d.	22s. 0d.
Baldwins, No. 2	15s. 3d.	18s. 3d.
Russet, No. 1	21s. 0d.	25s. 0d.
Russett, No. 2	18s. 0d.	19s. 6d.
Ben Davis, No. 1	15s. 9d.	17s. 3d.
Ben Davis, No. 2	13s. 0d.	13s. 9d.

In view of this advance it is expected that the local quotations will firm up.

Oranges remain the same as last week with little business passing. Lemons are easier on this market, being quoted at $3.50 to $4.50. Bitter oranges are in good demand.

Apples, fall, No. 1	2 75	4 50
Apples, fall, No. 2	2 25	3 50
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 50	4 50
Oranges, California navels	3 50	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexican	3 25	3 50
Pineapples, Cubans, cases of 24	4 50	6 50
Almeira grapes	6 00	7 50

VEGETABLES.—There is considerable celery on the local market, the quality of which is very good. There is a good sample of cucumbers shown this week which are bringing $3.00 per doz. Potatoes are easier, owing to liberal offerings and a limited demand. Green Mountains in car lots 70c to 72½c per bag with slow sales. Quebec grades are bringing 65 to 75c per bag and in a jobbing way are quoted at 90c to $1.00 per bag.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	....	5 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	....	2 75
Celery, per crate (3 to 6 doz.)	5 75	6 25
Cucumbers, basket, per dozen	....	2 50
Peppers, green, basket	....	2 50
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 50
Potatoes, bag	0 90	1 00
Spinach, bbl.	....	2 75
Tomatoes, hothouse, lb.	....	0 35
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—There appears to be no dearth of apples on this market. They are selling too at reasonable rate. Navel oranges are somewhat firmer than week ago, due of course to California frost. Floridas of good quality are arriving, but on account of the damp weather in Florida these oranges are not extra good keepers. They will, however, be better later on. Grapefruit of good quality is still arriving and selling rapidly. This market is firm. Lemon prices in Southern Europe are same as week ago, but market is firm due to the heavy damage wrought by California frost.

Bitter marmalade oranges, wholesalers claim, are not moving out as fast as they would like. Season has apparently not opened out well yet. Strawberries are arriving as usual from Florida and are a little easier than last week.

Apples—		
Spies, per barrel	2 50	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bb..	2 50	3 00
Greenings, No. 2, per bbl.	....	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Grapes, Almeria, per keg	6 50	8 50
Hothouse grapes, per lb.	....	0 90
Grapefruit, sizes 54, 64 and 80, per case..	3 25	3 75
Kumquots, per quart	....	0 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	3 00	4 00
Navels, per case	3 25	4 00
Mexican oranges, per box	....	2 75
Oranges, bitter, case (200 and 160)	2 50	2 75
Pineapples, per case	....	4 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Strawberries, per quart box	0 45	0 50
Tangerines, per strap, 2 boxes	....	5 50

VEGETABLES.—Many kinds of palatable looking vegetables are coming in from the South and finding the usual mid-winter sale. There are new potatoes, beets, carrots, cucumbers, tomatoes, celery, cauliflower, etc. Boston cucumbers are scarce and higher. California celery is now off the market and Florida takes its place. Potatoes are plentiful and lower by a good deal for Ontarios and about 5 cents per bag for New Brunswick Delawares. The mild weather of January allowed farmers to market their potatoes without fear of frost and this accounts for abundance on market.

Beans, wax and green, hamper	....	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	....	1 10
Carrots, per bag	0 45	0 65
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)..	....	0 90
Celery, Florida, per case	....	4 00
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	2 50	3 50
Lettuce, doz. bunches	....	0 40
Lettuce, Boston heads, hamper	....	3 25
Mushrooms, per lb.	....	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Peppers, green, basket	....	0 50
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick	0 95	1 05
Parsnips, per bag	....	0 75
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Spinach, per bbl.	....	2 75
Turnips, per bag	0 25	0 50
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Cuban, case	....	5 00
Sweet potatoes, 50 lb. hamper	....	1 50
Cauliflower, hamper of 15 to 25	....	4 00

Cold Weather and Lent Help Fish Business

Wholesalers Experiencing Good Demand From Retail Grocers—Halibut Firm on Montreal Market—Storms in East Interfere With Fishing—Big Shipment From Canso, N.S., Last Week—Smoked Lines Now Good Sellers as Are Oysters Also.

MONTREAL.

FISH.—There is a much brisker tone to the market this week and orders are coming in more freely. Haddock, Halibut, Herring are in especially good demand and should this demand continue for any length of time the supplies will soon be exhausted as there is only sufficient halibut in sight now to supply the demand till the middle of this month. The new halibut will cost in the neighborhood of 15c.

The colder weather restored the dealer's confidence and the orders are larger than last week. Should present weather conditions continue there will be a tendency for prices to advance as stocks are not as large as is generally supposed and any heavy demand will soon bring this fact into prominence and prices will stiffen.

The trade in bulk oysters is picking up, but prices remain the same as last week. This is due to the fact that the mild weather conditions at the oyster beds are enabling the fishermen to make bigger catches than the demand can take care of. Consequently to get rid of the surplus the fishermen are compelled to take less for their catches.

There is a weakness in smoked fish, especially haddie, due to the large stocks on hand and a comparatively light demand as a result of the mild weather. The price eased off about 1c this week, but with an increase in the demand and better weather conditions the price may stiffen again.

Salt Cod is quite scarce. Salt eels are also scarce.

FRESH AND FROZEN.		
Flounders	....	0 05
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 14	0 15
Large herring, per 100	....	1 80
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	0 11	0 12
Herring, frozen, per 100 fish, medium	....	1 75
Mullets	0 06	0 07
Pike, dressed and headless, lb.	....	0 07
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 10
B. C. red salmon	....	0 10
Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 10
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed), bullheads, per lb.	....	0 10
Black Sea bass	....	0 12
Fancy bluefish	....	0 13
Fancy weakfish	....	0 10

PREPARED FISH.	
Boneless cod, in blocks or pkgs., lb....7, 8, 10, 11, 12	
Dry pollock, 100 lb. bundles, per bundle	6 00
Shredded cod, 2 doz., in box, per box	1 80
Boneless strip cod, 30-lb. box	0 10

SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs., No. 1	9 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 10
No. 1 mackerel, pail	1 75
No. 1 mackerel, half bbls.	8 50
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs. 7 50	8 00
Salt eels, per lb.	0 06½
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	3 00
Scotch herring	7 00
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls. 15 00	17 00
Labrador salmon, half bbls. 8 00	9 00
Sea trout, half bbls.	7 00

SMOKED.	
Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 10
Haddies, fancy, 15-lb. boxes, per lb. 0 06½	0 07
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.	
Solid meats—Standards, gal., $1.70; selects, gal.	1 90
Bulk standards, gal., $1.40; selects	1 60

TORONTO.

FISH.—Local fish wholesalers are finding a brisk call these days for fish. This is due to the colder weather which set in a week ago and to the fact that Lent opened on Ash Wednesday of this week, Feb. 5. From now on till Easter fish will be in splendid demand. Qualla salmon, prepared codfish, and salt varieties are selling particularly well. All the salt lines are carried by practically all retailers during Lent and because so much is consumed at this season several varieties are usually carried. People like a change. Prices remain same as quoted week ago.

FROZEN FISH.		
Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	0 08	0 09
Sea herring, per 100	2 00	2 50
Lake Superior herring, per 100	....	3 50
Cod, per lb. straight	....	0 06
Haddock, per lb. straight	....	0 05
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	....	0 07
Pickerel, per lb. straight	....	0 09
Lake Erie herring, per lb. straight	....	0 06

FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07

SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25

PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit.	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 50
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Stormy weather during past week has greatly interfered with fishing operations on Nova Scotia coast. Most of the vessels fishing on the inshore Banks landed only small catches.

The smoked fish trade continues heavy, the exports of Finnan Haddie being unusually large. From Canso alone, during the week twenty-six carloads of fish were shipped. Catches of halibut are small, and the local market is almost bare. The catch of lobsters is also small, and the shipments to the American market continue light.

There is a heavy demand for pickled fish from outside points. Large orders are also being filled for salt codfish. These orders are principally from grocers at outside points who are stocking up for the Lenten season.

The War Situation Again Affecting Flour

Wheat and Flour, As Consequence of Resumption of Hostilities in Balkans, are a Little Firmer—Cereal Situation Quiet, With Weak Tendency—Small Decline in Corn Meal on Toronto Market—Feed Much Lower Than Year Ago.

Canadian situation in both flour and cereals is one of quietness, and will likely remain so until opening of navigation. The Balkan War, however, is again becoming a factor, and had effect at beginning of the week of firming wheat in Chicago. Whether this will remain a factor or not depends on how long the war lasts.

Wheat is being delivered in Winnipeg about same or a little better than year ago, but there are still large quantities in Western farmers' hands.

Cereals are on the weak side, with chances in favor of decline if any move should be made. Corn meal, in fact, is down 10 cents on Toronto market this week.

Mill feeds are also quiet. Bran, which was selling at $25 year ago, is to-day $20. Shorts, selling to-day at $22, were $27 year ago.

MONTREAL.

FLOUR.—There is no change in flour prices, although there is a firm tone to the market. There is small demand for export flour, and the bulk of the trade is with bakers, whose requirements are increasing every year owing to the increased consumption of bakers' bread.

The business passing is nominal, but will increase with the opening of navigation.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags		4 90
Manitoba strong bakers, in bags		4 70
Manitoba second, in bags		4 30

CEREALS.—There is no change in the cereal market, although there is a fair amount of business passing, but generally conditions remain quiet. It is anticipated that the opening of navigation will liven things up a little.

Cereals—	
Rolled oats, in 25 sack lots	$2 12½
Rolled oats, in single bag lots	2 22½
Standard oatmeal, in single bag lots	2 44
Granulated oatmeal, in single bag lots	2 44
Fine oatmeal, in single bag lots	2 44
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels	2 70
Hominy, in 98 lb. sacks	2 15
Cornmeal, in 98 lb. sacks	2 05
Rolled oats, in cotton sacks, 5c more.	

TORONTO.

FLOUR.—Wheat market this week is a little firmer, which has placed flour in the same situation, although just now there is little prospect of higher prices. A great deal depends on the longevity or otherwise of the Balkan War. The whole market is on the quiet side locally, and will be so at least until opening of navigation in April.

Manitoba Wheat.		
1st patent, in car lots, per bbl.....		5 30
2nd patents, in car lots, per bbl.....		4 80
Strong bakers, in car lots, per bbl.....		4 60
Feed flour, in car ots, per ton		28 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption...	4 55	4 85
Straight roller, domestic consumption...	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Local quotations on fine corn meal are 10 cents lower than week ago. This is in accordance with our reports of recent issues, which were to effect that cornmeal was weak owing to United States heavy corn crops. Rolled oats are unchanged, but market if anything is on weak side. There can be no advance looked for in immediate future, as oat market is low and millers are not getting much for feed.

Rolled oats, small lots, 90 lb. sacks		2 22½
Rolled oats, 25 bags to car lots.....		2 12½
Standard and granulated oatmeal, 98-lb. sk., small lots		2 35½
Rolled wheat, small lots, 100-lb. bbls....		2 75
Rolled wheat, 5 barrel to car lots		2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality		1 80
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades		1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—This market is quiet and on the easy side. Demand for bran is fair, but there is little call from farmers for feed owing to low price of grains and inferior quality of many.

Bran, in car lots, per ton		20 00
Shorts, in car lots, per ton		22 00
Middlings		25 00

WINNIPEG.

FLOUR AND CEREALS.—There is fairly good domestic demand for flour, but the export trade is dull. Flour prices are somewhat high, considering the low price of wheat.

Flour—	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	1 90
Standard granulated, 98 lbs.	2 40
Cornmeal, sack of 98 lbs.	1 75
Wheat granules, 98 lb. sacks	2 65
Wheat, bales, 16-16s	3 08

CO-OPERATIVE GROCERY FAILS.

New York, Feb. 4.—(Special.)—The Summit Co-operative Store, New York City, which was backed by the "elite," has gone into voluntary liquidation. The liabilities are $7,000 and the assets about $6,000.

When this store started two months ago a good profit was assured buyers of the stock. The paid in capital was $2,500.

BARRING FROZEN ORANGES.

The Federal Board of Food and Drug Inspection, Washington, D.C., have issued an order forbidding the sale in interstate commerce of fruits which have been damaged in the recent freeze in California.

"Citrus fruit is impaired in flavor by freezing," declared the board in its decision, "and soon becomes dry and unfit for food, but this deterioration is not apparent externally. The damage is evidenced at first by a more or less bitter flavor, followed by a marked decrease in sugar and especially in acid content. Fruit which has been materially damaged by freezing is inferior and decomposed within the meaning of the Food and Drugs Act."

Produce & Provisions

Egg Situation Still Favorable to Buyers

Market Gradually Sagging, and Egg Speculators Are Losing Heavily on Storage Stock—Colder Weather Causes a Little Firmness—Butter Not at all Strong—Plenty on the Market—Provisions on Firm Side—Cheese Still Quiet.

The egg market is still the big topic of discussion among wholesale men. That the loss on storage eggs has been heavy is acknowledged by all, and it is probable this has mounted up to several thousands of dollars on each of the large Ontario and Quebec markets. Losses of $20,000 and $50,000 for two firms, respectively, are named, and yet many of us have been inclined to believe that the egg business was one long sweet song of profits. Storage eggs are now offering for almost anything that can be got for them, and the egg market in general is decidedly in favor of the buyer. Last week cold storage eggs were offered, car lots, Montreal at 15c, and no buyers could be found. Western dealers have plenty of stocks, and there can be no hope from that quarter. Recent cold weather had a slight effect on supplies of new laids, but not sufficient to force up prices from a week ago. Chicago market was firmer at first of the week, but new laids are offering there at 23 and 24 cents, which, with duty and freight of 4 cents added, prevents new laids selling here for much more than 28 and 29 cents on Toronto market and 31 or 32 cents at Montreal.

Butter situation is on the whole weak. Fresh creamery prints are, however, in good demand, and prices are holding steady. But creamery and dairy solids are easy, due to heavy make of new butter. Feed is plentiful, and farmers are treating their milk cows generously. This has had the effect of keeping butter fairly low in price all winter.

There is general strength in provisions this week, due to some scarcity in hogs. Lard is selling well, with firmer tendency.

MONTREAL.

PROVISIONS.—Live hogs are higher this week, bringing from $9.25 to $9.50 per hundred on foot. The price of the smoked meats has not been advanced, but prices are firm and the tendency is upwards. The demand is quite brisk.

Lard is in good demand, with prices firmer than last week.

Long clear bacon, heavy, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 13½
Large sizes, 20 to 28 lbs., per lb.		0 15
Medium sizes, 15 to 19 lbs., per lb.		0 16½
Extra small sizes, 10 to 14 lbs., per lb.		0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 16
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 10
Breakfast bacon, English, boneless, per lb.		0 18½
Windsor bacon, skinned, backs, per lb.		0 21
Spiced roll bacon, boneless, short, per lb.		0 15½
Picnic hams, 6 to 12 lbs.		0 13½
Wiltshire bacon (50 lb. sides)		0 17½
Cottage rolls, small, about 4 lbs.		0 16½
Boiled ham, small, skinned, boneless		0 24
Hogs, live, per cwt.	9 25	9 50
Hogs, dressed, per cwt.	13 00	13 25
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 14¼
Cases, tins, each, 10 lbs., per lb.		0 14¾
Cases, tins, each 5 lbs., per lb.		0 15
Cases, tins, each 3 lbs., per lb.		0 15
Pails, wood, 20 lbs. net, per lb.		0 14½
Tubs, 50 lbs. net, per lb.		0 14¾
Tierces, 375 lbs., per lb.		0 14
One pound bricks		0 15¼
Compound Lard—		
Boxes, 50 lbs., per lb.		0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 09½
Tubs, 50 lbs. net, per lb.		0 09¾
Tierces, 375 lbs., per lb.		0 09½
One pound bricks, 60 lbs. to case		0 11
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 00
Canada short cut back pork, bbl., 45-55 pieces.		28 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		28 00
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel		None offered
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied bock, 6 lb. tins, per tin		0 75
Cooked picked pigs feet (in vinegar), kits 25 lb., per lb.		0 07

BUTTER.—There is no change in the butter situation from last week, and prices are firm. Winter made creamery is quoted at 28c to 28½c.

Creamery blocks		0 30½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 28	0 28½

EGGS.—There is a slightly firmer tone to the egg market this week, which seems to have recovered a little from the slump of last week. The coming of the colder weather, combined with a shortage of storage eggs, due to the fact that strenuous efforts have been made to market the surplus in the past few weeks. This caused an advance of two cents over the price quoted for Saturday last, although eggs are lower than a week ago. The low prices of the last few days have stimulated the demand, and more eggs are going out as a result. This in turn has decreased the stocks on hand, and the price has stiffened a little as a result. With continued cold weather new laids will continue firm. Storage eggs are 3c lower than last week, but 3c higher than Saturday's quotations, which were 19c for selects and 17c for No. 1. Receipts for the week totalled 2,849, as compared with 2,111 for the previous week, and 2,781 for the corresponding week of last year.

New laid eggs, per doz.		0 32
Selects		0 22
No. 1's	0 18	0 20

CHEESE.—There is no change in prices, even though there is considerable business passing. London cables a shortage of cheese as compared with last year. This shortage totals 98,500 boxes on the combined English exchanges. This shortage will probably strengthen the local market, although it is too early to get definite reports.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin		0 15
Stilton		0 18

POULTRY.—There is an advance in poultry, due to the scanty supplies, which are hardly sufficient to supply the demand.

Poultry, Dressed—		
Turkeys, per lb.	0 22	0 23
Ducks, per lb.	0 14	0 17
Chickens, per lb.	0 16	0 18
Fowls, per lb.	0 14	0 15
Geese, per lb.	0 13	0 14

HONEY.—White extracted clover honey is higher, as are also buckwheat grades. There is a fair amount of business passing.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—This market is generally firm, with few actual advances from a week ago. Provision men are inclined to quote hams a shade higher, and lard has also strengthened, but still remains at the old figure. The reason for firm market is the comparative scarcity of hogs.

Smoked Meats—		
Light hams, per lb.	0 17	0 17½
Medium hams, per lb.		0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.		0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½

Pickled Meats—1c less than smoked.

Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13½	0 13¾
Lard, tubs, per lb.	....	0 14
Lard, pails, per lb.	0 14	0 14½
Lard, compounds, per lb., tierces	0 08¾	0 09¼
Live hogs, local	....	8 50
Live hogs, at country points	8 15	8 25
Dressed hogs	....	13 00

BUTTER.—Butter situation is much same as week ago, with an easier feeling in all but fresh creamery prints, which are remaining steady. Choice dairy prints are also steady, but creamery solids, farmers' separator and dairy solids are all shaded a cent a pound. There is going to be no famine in butter. Probably twice as much butter is coming along as year ago, and as there is plenty of cheap feed in farmers' hands, there will be no let up in flow of milk.

	Per lb.	
Fresh creamery print	0 31	0 33
Creamery solids	0 29	0 30
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 25	0 26
Dairy solids	0 22	0 23

EGGS.—The egg market is still slumping. New laids have been coming along so fast that prices are gradually dropping, a cent a dozen being decline since our quotations were published week ago. The cold spell temporarily checked supply and caused firmer feeling; but there are too many storage stocks for the weather to help out egg speculators to any extent. Storage eggs do not keep, and every holder is trying to unload. Prices are lower now than what were actually paid for the eggs last spring. The result is that many thousands of dollars are being lost to some of the large local dealers. Severe cold weather for coming month would tend to check new laid supplies, and possibly firm market a shade, but would not be effective in preventing even a small portion of the loss.

Eggs—		
Strictly new laid, per doz.	0 28	0 29
Storage, per doz.	0 17	0 19
Pickled, per doz.	0 15	0 16

CHEESE.—Quietness still rules on the cheese market, due to the fact that export demand has been quiet this year. New cheese, as quoted below, is cheese made end of September and later last year.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—This market is rather quiet, but firm. Supplies are none too plentiful, yet there is no particular demand.

Spring chicks, milk fed, lb.	0 18	0 20
Spring chickens, dressed, lb.	0 14	0 18
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

HONEY.—There is little buckwheat honey now on the wholesale market, but clover is rather plentiful. Now is good time to sell honey, as maple syrup season will soon be here.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

WINNIPEG.

PRODUCE AND PROVISIONS.—Eggs are still on decline, being from 1 to 2 cents per dozen cheaper. Lard is steady and unchanged, and cured meats have not varied since last report. The report that Western food inspectors have made some rather startling discoveries in regard to some highly advertised brands of creamery butter has as yet no official confirmation, but has injured retail sales of all creamery produce. There is some New Zealand creamery butter on the market, said to be of excellent quality.

Lard, tierces	....	0 13⅜
3 lb. tins, cases	....	8 70
5 lb. tins, cases	....	8 65
10 lb. tins, cases	....	8 55
20 lb. pails, cases	....	2 80
50 lb. tubs	....	6 90
1 lb. bricks	....	0 15
Cured Meats—		
Hams	0 15½	0 18½
Long clear	....	0 15½
Short clear	....	0 15¼
Shoulders	....	0 14¼
Bacon	0 20	0 22½
Cheese—		
Ontario, large	....	0 15¼
Ontario, twins	....	0 15½
Manitoba large	....	0 15
Manitoba twins	....	0 15½
Butter—		
Creamery	0 34	0 36
Dairy	0 29	0 30
Eggs, fresh laid, Manitoba	....	0 26
Southern eggs, storage	....	0 22

Many Thousands Dropped in Storage Eggs

Past Season Has Been Hard on Egg Men Who Were Heavily Stocked—Losses of $20,000, $50,000 and More Stated to Have Been Incurred by Different Firms—Chicago Situation Had Decidedly Bearish Effect—A Case of Heavy Shrinkage.

Toronto, Feb. 6.—(Special).—While it is impossible to get figures on the losses experienced in storage eggs this season, these could with a certainty be counted well up into the thousands of dollars. The statement is made that one firm dropped something in the neighborhood of $20,000, another $50,000 and still another probably as much as both of these together.

In fact it was only those dealers who didn't speculate last spring, but who bought for customers' requirements exclusively who have come out safely.

Too High Prices Paid.

The trouble was chiefly due, as previously stated in The Grocer, to the unseasonably mild weather in January, coupled with the fact that egg speculators paid too much for storage stocks last April and May.

The fact that just a year ago all holders of storage eggs were making substantial profits on their speculations of 1911, was, no doubt, the incentive for many to go more deeply into the market by buying up every available egg last year. Not only that, but packing eggs in cold storage in Chicago looked good to many and several Canadian dealers had large stocks put down there.

The Chicago Market.

At beginning of the week new laids in Chicago were 23 and 24 cents, which means 27 and 28 laid down here with 3 cents for duty and 1 for freight. April storage are quoted from Chicago at 17 cents and less which means 21 here — actually less than what was paid for such eggs here in April, 1911. Add to this cost of buying, candling, storage, insurance, and all the other necessary outlay and trouble in keeping them until now and a straight loss of at least 4 cents a dozen may be counted upon. A carload contains some 14,000 dozen of eggs, which would mean a loss of $560.00, or $11,200 on 20 cars. This shows how many dropped money in eggs.

Dollar a Case Shrinkage.

Dealers, too, report a heavy shrinkage in eggs coming in from Chicago on contract. The instance of one carload was cited where in one case of 30 dozen, 2 dozen were found to be rotten and 10 dozen No. 2's. This meant the loss of $1 a case in shrinkage alone or some $450 to a car.

The conditions of the market in Chicago means that local dealers are getting offers every day to take eggs very cheaply even with concessions of freight, etc. Dealers here who can handle them, are reselling contract stock for some of their customers and friends who were loaded up.

All this goes to show the abject condition of the market. Storage eggs will not keep like canned goods, which makes things worse, so that they have to be disposed of as well as possible before spring. It is even stated that some firms are pickling some of their storage stock, as pickled eggs are good keepers.

This evidently is a season where the cold storage man loses., Last year he gained. He will, no doubt, take his losses philosophically and hope for better things in future.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 30
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack ....$	2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2. lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars. 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box. per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes. lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Wilison & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 5-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz....	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 ds	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz....	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 60
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk....	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk.	5 15
Beaver Condensed Milk ...	4 50

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at $1.00 the dozen.

Established 1854.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

A word of appreciation to the dealers in the territory covered by the Canuck Rolled Oats advertising.

They have responded promptly to the demand for Canuck Rolled Oats and have shown a spirit of co-operation that has been decidedly encouraging.

Next fall the advertising will be extended and our distribution enlarged. By that time the capacity of our mill will be materially increased.

Get our attractive dealers' proposition.

Chisholm Milling Company, Ltd.

Toronto, Ontario

Montreal Office---109 Youville Square

What Do You Earn ?

DON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more ?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Publishing Company

143-149 UNIVERSITY AVE. TORONTO, CANADA

Sit In Your Office

and get your Western business through us

With five large warehouses and a staff of live representatives in daily touch with all parts of the vast Western territory, we are in a position to do better justice to your line than you are, even by sending your travellers out to call on the trade direct. We are well known and handle only reliable lines, covering the territory often. We want to handle accounts in Western Canada for manufacturers of Europe, United States and Eastern Canada. We guarantee sales.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

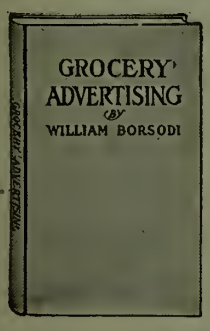
Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT

MacLean Pub. Co., 143-149 University Ave., Toronto

ASK FOR DAPHNE

BRAND

SEEDED RAISINS

Your Customers like them

PACKED BY

GUGGENHIME & CO.,

SAN FRANCISCO

AGENTS

ROSE & LAFLAMME, Limited

MONTREAL & TORONTO

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.

Owen Sound, Ontario

Lemon Market in Messina will advance very shortly---

BUY NOW

They'll keep

St. Nicholas
Home Guard
Puck
Kicking

J. J. McCABE

Agent

Toronto, - Canada

Spices in Packages

Packaged goods retain their full strength and flavor. Bulk goods lose strength through exposure.

HUGMAN'S

PURE ENGLISH

SPICES

are absolutely pure, neatly packaged, and attractively labelled. The dealer who handles Hugman's packaged spices runs no chance of deterioration of his stock, and has no trouble and loss by weighing.

Each package indicates purity and positively no adulteration. ORDER NOW.

A. W. Hugman, Limited

Montreal

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

The Choicest Fish of All Sorts for Lent

We have assembled every saleable variety of Fish for the Lenten trade. The present cold weather is likely to be prolonged, so you can order with confidence. **Halibut, Whitefish, Smelts, Qualla Salmon, Ciscoes, Prawns, Sea Herrings, Cod, Haddock, Haddies, Oysters, etc.**

Fruit and Vegetables in abundance.

WHITE & CO., LIMITED
TORONTO and HAMILTON

California Navels

Absolutely free from frost. Sweet, juicy fruit—well colored. No need to buy inferior or frozen fruit as long as our supply holds out.

Fancy Florida Celery

Crisp stocks, well-bleached. Good green tops. Fresh arrivals every day of

Haddies, Fillets, Ciscoes, Bloaters, Lake Herring, Oysters.

THE HOUSE OF QUALITY.

HUGH WALKER & SON
GUELPH and NORTH BAY
Established 1861

It is one thing to make Paper Bags that are *occasionally good*. It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited
Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags
OTTAWA - - ONTARIO

DISTRIBUTORS:
ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.
MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S.
MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.
BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.
MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS.

They know, furthermore, that they can get their money back if any of

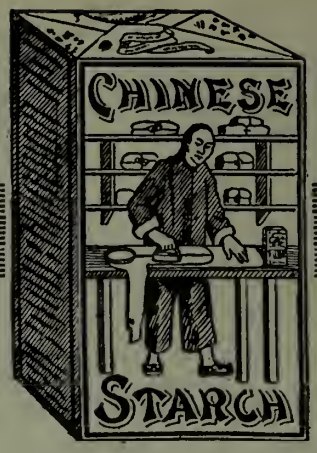
HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. Heinz Company



FULL
16 oz.

FULLEST
PROFITS

Chinese Starch is put up in full weight packages—always giving best results and complete satisfaction to the user.

The dealer is recompensed by big sales, large profits and pleased customers.

O. Lefebvre, Prop.

OCEAN MILLS, Montreal

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McFhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

DO YOU USE SOCLEAN IN YOUR STORE ?

It is the original and best dust laying compound on the market.
Soclean Sweeping Compound absolutely lays dust, disinfects, kills moths, cleans carpets, saves dusting and much cleaning labor. Housewives welcome it. Put up a display, it is a good seller.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg. Agents for Montreal; HEDLEY M. SUCKLING & CO. Agents for Ottawa: R. R. BARNARD & CO.

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

"Babbitt's" is The Original Soap Powder

Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.

NEW YORK

EGG
Cases and Fillers

Buggy Egg Carriers

Humpty Dumpty Egg Case

Car Lots or Dozens

???? Ask us about these Goods

Walter Woods & Co.
HAMILTON - WINNIPEG

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut Cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalogue No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

Kindly mention this paper when writing to advertisers.

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection.

WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N. B.

COFFEE

High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.

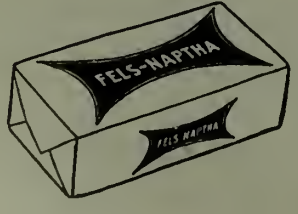
WORLD RENOWNED
BRAND STUHR.

STUHR'S
GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., HAMBURG.

The Grocery

that freely sells Fels-Naptha is most likely a store of **progress.**

Goods handled are a token of the class of customers. The class of customers is a guide to the kind of stock. No better success—stock than **Fels-Naptha Soap.**



The Easy Jell-O Way

As an example of the easy Jell-O way, the spectacle of a little tot making and serving a Jell-O dessert would interest any grocer.

As you know,

JELL-O

desserts are made by dissolving Jell-O in boiling water and cooling it. Anybody can do that.

And because it is so easily done and so satisfactory in everyway, there is a great demand for Jell-O.

We hope you are getting your share of it at your store.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

ANCHOR BRAND FLOUR

"The Flour" that meets every expectation of the housewife.

Manfd. by
LEITCH BROTHERS FLOUR MILLS
Oak Lake, Man. 15

LEITCH ANCHOR BRAND OAK LAKE

The strength of a business depends largely on the quality of goods you offer for sale. A line that is always up to the mark is the

Dominion Silent Match

Once tried always used. Remember it is your support we want, and you will benefit as much as us.

Dominion Match Co., Limited
Deseronto, Ontario

REPRESENTATIVES

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

A Money Earner and Money Saver

When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON
St. George Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

"King Oscar" on Sardines is like "STERLING" ON SILVER

By Special Royal Permission.

You know the value of the "Sterling" mark on silver. You should know the value of "King Oscar" on Sardines, for the one is just as important to its particular line as the other.

"King Oscar" Brand Sardines are the height of absolute purity and wholesomeness, and have the zesty flavor of the fresh caught sardine. The purest olive oil is used only in the packing. Your wholesaler will supply you if you insist.

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Parowax

(Pure, Refined Paraffine)

You can build up a good, steady line of trade by reminding your women customers how much Parowax helps in the wash.

Parowax is a splendid seller with housewives everywhere.

They just add it to the soap in the wash-boiler, and the things come out beautifully clean and white without any hard rubbing.

This is the same Parowax that is in such wide demand for sealing jellies, preserves, etc. It makes an absolutely air-tight, mold-proof seal.

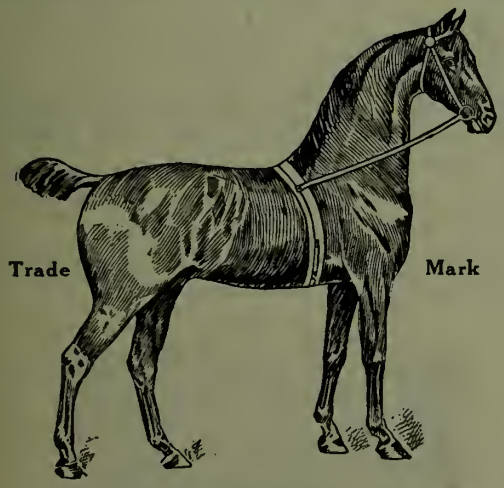
Put up in pound and half-pound cartons—20, 40 and 100 cartons in a case.

The Imperial Oil Company Limited — Heat Light Power Lubrication

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

Are You In On This Profit Maker?



Trade Mark

"QUINQUINOL"

(Pronounced Kin-Kin-all)

the STOCK FOOD of HIGHEST QUALITY, has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

QUINQUINOL for Horses Cattle, Sheep, Hogs, Dogs, Poultry, etc., etc., offering you a good opportunity to build up a strong "Stock Food" business with your country patrons. We can show you copies of hundreds of orders received from grocers for **Quinquinol**, surely a guarantee of its great qualities.

50% PROFIT and Exclusive Territory

$4.00 per dozen gallon tins. Retail at $6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted.

QUINQUINOL STOCK FOOD CO.
69 ST. TIMOTHEE STREET, MONTREAL

THE BEST FROM THE SEA TO LAND IN FISH IS BRUNSWICK BRAND

They can be relied on to give the fullest satisfaction. The fish are caught in the famous Passamaquoddy Bay, and our modern and sanitary methods of catching, cleaning and packing insures a retention of the fresh, natural sea flavor.

Brunswick Brand Herring in Tomato Sauce and Kippered Herring are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

Superior Grade

both in material and in processes of manufacture are the explanation of the wonderful popularity of

Sterling Brand Food Products

Lime Juice, Jams, Pickles, Extracts, Catsups, Relishes, Horse-radish, Marmalade, Sauces, etc.

THE

T. A. Lytle Co.

LIMITED

Sterling Road, Toronto, Can.

Rowat's Pickles

Like all other Rowat products, possess an individuality that gives them a value all their own and makes them the line for the grocer to feature.

ROWAT & CO.
Glasgow, Scotland

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada **Buffalo, U.S.A.**

PARIS PATÉ SANDWICH

The Acme of the French Cuisine

PARIS PATE
SANDWICH

has already a most extensive sale in France and throughtout Europe. This very dainty food product is now manufactured by the most expert French cooks in the spacious factory erected in Reading Street, Montreal, and has created a wide awake interest in the Wholesale and Retail Grocery trade.

The most exquisite amongst all delicacies is always ready for use. You simply cool it for a few minutes in cold water before opening the stamped and hermetically sealed box.

Taste it and you will always recommend it to your customers.

Retailers !

We are out to get acquainted with you, hence this offer:— Send us fifty cents and we will ship, freight prepaid, 6 tins of PARIS PATÉ as a trial lot.

We Advertise Extensively Our

PARIS PATÉ
SANDWICH

because we confidently anticipate the greatest possible success in the sales of **Paris Pate Sandwich :**

Because we use in its making only the finest meats and spices that money can buy, combined with the most exquisite French cooking.

Because its preparation is entrusted to expert French chefs and to specialists in every department of our large factory.

Because the best proof of **Paris Pate is in the eating :**

Eat It Once

and then you can't do without it.

RELIABLE AGENTS WANTED AT ONCE

We are open for correspondence from agents all over Canada, but will only consider those who have a retail as well as wholesale connection. **Write for territory now.**

Société Francaise de Spécialtés Alimentaires

Reading Street **Montreal, Canada**

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited. London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

FOR SALE

FOR SALE—A TWO FLOOR BOWSER COAL oil outfit in good order, capacity 100 gallons, steel tank, one gallon pump, price $50.00. Write C. T. Woodside, Saskatoon, Sask.

SITUATION WANTED

GROCERY CLERK, AGE 19, WITH 5½ years' experience, would like to secure position in the West. Apply Box 462, Canadian Grocer, Toronto.

AGENTS WANTED

HERE IS A BIG MONEY MAKER, BEcause it's a tremendous money saver and needed in every home. We have a proposition that will open your eyes. How much are new laid eggs in your town—35c, 40c, 50c? The new Canadian Eg-Save product at 25c per tin does the work of three dozen eggs. Think of it! It's in a cleanly, delicious, meal form, has passed the U. S. Food Laws; easy to use, always fresh for cooking and baking, and takes the place of high-priced, dubious-quality eggs. Agents make a tremendous hit with Canadian Eg-Save wherever introduced. Do you want a real money maker? Write us for proposition to-day. Available territory going quickly. Canadian Eg-Save Company, Limited, 62 Temperance St., Toronto.

MISCELLANEOUS

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Pascall's

Confectionery and Chocolates

Quality: The Purest
Variety: The Largest
Prices: Right

AGENTS—

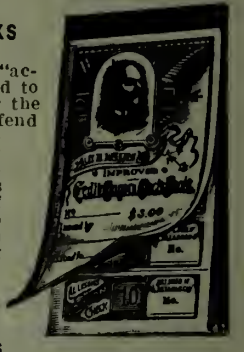
Toronto : The Toronto European Agencies 122 Wellington St. West.

Winnipeg: Ruttan & Chipman, Fort Garry Court.

Vancouver: C. & J. Jones.

New Brunswick: J. E. Angevine, Hampton.

Reduce Credit Risks



The longer an "account" is allowed to run, the greater the risk. If you offend the credit customer you may lose both customer and his "account." If you let him go on you stand a chance of losing still more.

ALLISON Coupon Books

reduce the risk because they enable you to hold the credit customer "in control." And they please the customer—that's a big thing.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By the Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

We have the only FIREPROOF WAREHOUSE in WESTERN ONTARIO, and solicit your business for Storage and as Forwarding Agents.
THE FIREPROOF WAREHOUSING CO., LTD., London, Can.

FLY CATCHERS
SEASON 1913
Don't buy until you see our samples and prices
WRITE NOW DON'T DELAY
Agents for Canada
KIDD & KIDD, Vancouver, B.C.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the smal affairs and incidents of daily life.

VOL-PEEK
Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.
DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

GRATTAN & CO., LTD.
ESTD. 1825
THE ORIGINAL MAKERS OF BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

When writing advertisers kindly mention having seen the advertisement in this paper

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

All germs are killed by this strong and refreshing disinfectant sweeping powder
"NO-DUST"
Sold in bulk only
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

A MONEY-MAKER

Sells Somerville's gum for you without trouble. Makes large increase in your gum sales. Write for full particulars to Canadian agents, Weir Specialty Co., Ltd., 561 and 563 Yonge St., Toronto, Ont.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

ORR, BROCKLESBY McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

Leading Brokers in Canada for Evaporated Apples
Wire or write us for Prices.
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

WANTED
I am open to buy
White Kidney Beans
White Marrowfat Beans
Canadian Blue Peas
Popping Corn
NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

Manufacturers' Agents and Brokers' Directory

(Continued.)

FIREPROOF WAREHOUSE

We solicit your business for Storage and as Forwarding Agents.

The FIREPROOF WAREHOUSING CO., LTD., London, Canada.

MARITIME PROVINCES.

C. E. CREIGHTON & SON

Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

SUGGEST MAPLEINE

to your customers as a change of "Flavour." It can be used like lemon or vanilla.

It makes delicious table syrup when added to white sugar and water.

Order from your jobber or
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey, 287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
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We have records in our vaults covering ten years' satisfactory service.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache.
If you are feverish.
If you do not sleep well.
If you are nervous.
If you have LaGrippe.
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

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The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

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KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

ESTABLISHED 1849

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Offices Throughout the Civilized World

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Reputation gained by long years of vigorous, conscientious and successful work.

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TORONTO

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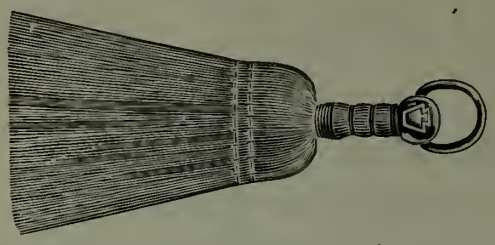

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Most broom manufacturers make a few whisks just to work up their short broom corn, but we **specialize** on this line and each season visit the district where **Whisk Corn** is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at **extra special value to the Jobbing Trade.**

Write for samples.

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Built to your requirements

If you are planning on installing a new refrigerator, send us your plans and measurements of space allotted to it, and we will be pleased to quote prices.

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JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

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We have a full assortment and prices are absolutely just what will appeal to you. Get in on the ground floor.

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"Victoria" Brand, 36 1 lb. pkgs.
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"Royal Excelsior," Loose, 25 lbs.

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Conqueror, Empress, Duchess, Princess, Countess, in 1 lb. bundles and in 5½ and 22 lb. boxes.

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Apples, in 50 lb. boxes, Pears, Peaches, Apricots, etc., in 25 lb. boxes.

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Walnuts, loose, 55 lb. boxes.
Almonds, loose, 28 lb. boxes.

Write, Phone, Wire.

LAPORTE, MARTIN & CIE., LIMITEE
568 St. Paul Street
MONTREAL
Tel. Main 3766

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Greater Service With Less Expense

THE MENARD Commercial Car

HAS THE OLD HORSE AND WAGON SYSTEM BEATEN OFF THE MAP.

This may seem like a slang way of expressing it, but a bald fact is nevertheless evident to even the most casual observer.

Place yourself in the position of the hundreds of housewives of your community and ask yourself the question: "Will I deal with the grocer who gives me the best service, or the one who tried, but can't"? There is only one answer. The best service man would get your trade.

The Menard Commercial Car is a quiet, reliable car with reasonable speed and great power. It will reduce your delivery expenses and enable you to give greater service.

You can't over-estimate service in your business. You know that. The Menard is the solution and is worth looking into.

Write for information to-day. It costs nothing.

Menard Commercial Motor Car Co'y

WINDSOR, ONT.

They Tickle the Palate

—not because they're Telfer's but because they're good

TELFER'S

PEERLESS CREAM SODAS

The name never fools the palate. The taste must be there or the palate refuses to pronounce the article good. Telfer's Peerless Cream Sodas are delightfully crisp and creamy. They are packed in such a way that they retain their freshness for a long time.
Send for sample order.

Telfer Bros., Limited

COLLINGWOOD, ONT.

Branches: Toronto, Hamilton, Winnipeg, Fort William, Edmonton, Brantford

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON - CAMBRIDGE - ENGLAND

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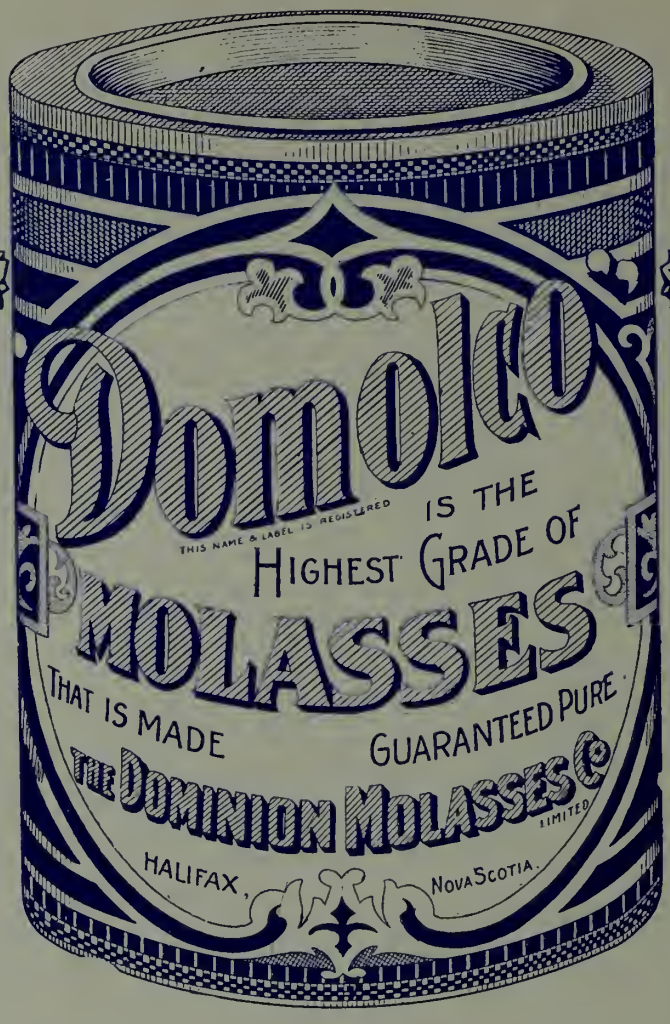
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

Delicious Pure and Wholesome



A High Grade Molasses

Note the registered label

The people will ask for it

THE TASTE THAT GROWS

Domolco is a high grade table molasses, especially delicious, pure and wholesome. It has a refined definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body builder.

We have spent and are spending a great deal of money in putting this molasses before the public—advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

The Dominion Molasses Co., Limited

HALIFAX, N. S.

THIS IS THE 1,314th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, FEBRUARY 14, 1913 No. 7

Quicken Your Service

Modern stores cannot afford to have aisles crowded with impatient customers. People demand quick service. They do not excuse old methods.

With National receipt-printing registers in small purchase departments, change is made instantly. There is no waiting for money to return from some distant part of the store. There are none of the old delays or mistakes.

Your customers are satisfied, your sales-people can sell more goods, and you can make more money.

Ask us to send our representative to study the needs of your store.

Write for Free Booklet.

The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory, TORONTO

CAN BE SHIPPED ALL THROUGH
THE WINTER MONTHS

The "Nugget" Polish Co., Limited

9, 11 and 13 Davenport Road - - - TORONTO, ONT.

This is the Season for Fish Buying

The Season of Lent has just commenced—and with it the desire of most people for fish. You are serving your best interests by stocking only the best class—on the quality at this season depends the trade you will do throughout the year.

"Thistle" Brand Will Delight Your Customers

The "Thistle" Brand of Canned Haddies, Kippered Herring, Herring in Tomato Sauce, Tunny Fish, etc., are all canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT or SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" brand. Buy it and buy the best.

A big tribute to this brand is that there are times when the demand exceeds the supply. So get your supply in time.

ARTHUR P. TIPPET & CO.

Agents

MONTREAL **TORONTO**

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The genuine goodness of the tea maintained year after year.

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7 Front St. East, TORONTO

WAGSTAFFE LIMITED

NEW SEASON'S 1913

SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.

PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

TO-DAY'S BUSINESS

IS

TO-MORROW'S SUCCESS

The immediate gain by sales of inferior and questionable quality goods will result in loss of customers' confidence and loss of business to-morrow.

By pushing and selling to-day, the best standard goods—goods that can be honestly recommended—you will build up a sure and steady business, making to-morrow's success a certainty.

In the sale of Condensed and Evaporated Milk, *Borden's Products*—the leaders of quality—will prove the best in increasing your profits and building a foundation for future success.

Borden's Products have held their high position—unsurpassable quality and purity—for over 56 years.

Sell Borden's and be a success.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER

AGENTS CAN MAKE GOOD WITH

Meadow-Sweet Cheese

10c. Retail

Makes the Muscle.

Makes the Man.

because it is absolutely in a class of its own. Appetizing and delicious.

WRITE NOW.

The Meadow-Sweet Cheese Co.

MONTREAL

Agents: Winnipeg, John J. Gilmor & Co.

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Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

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Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

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(Technical Book Department)

143-149 University Ave., TORONTO

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Mr. Dealer, put your advertising and selling power behind this campaign, and profitable sales will come rolling in—sales that make repeats and help in building up business.

STOCK NOW AND BE READY

Made only by

E. D. SMITH

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E D S

PRESERVED PURITY

E D S

E D S

Will You Take The Profits Possible by Handling "Simcoe" Baked Beans?

The large and steadily increasing sales of "Simcoe" Baked Beans and the liberal profits which go to the dealer make this brand the most desirable line to handle.

The quality and deliciousness of Dominion Canners' Products makes your patrons come back for more. Ready to serve, hot or cold. Packed in sizes to suit all requirements. Plain or with sauces.

Every can guaranteed.

DOMINION CANNERS, Limited
HAMILTON - - CANADA

FISH SALES During Lent MUST BE LARGE

OCEAN BRAND { Haddies Kippers Bloaters

Boutilier's Fillets

Admittedly come from the same source as the "other fellow's" BUT expert handling in the smoke house, etc., makes them that "little better" which satisfies.

"Canada" Boneless Cod

"the purest of the pure"

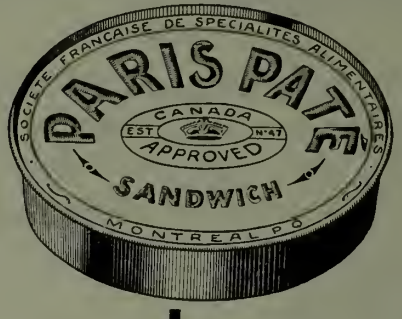
is selling well. Are you getting your share of the profits?

Ask your wholesaler about the range.

NORTH ATLANTIC FISHERIES Limited

MONTREAL

PARIS PATÉ



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THE ACME OF FRENCH CUISINE

We use in its making only the finest meats and spices that money can buy, combined with the most exquisite French cooking.
Its preparation is entrusted to expert French chefs and to specialists in every department of our large factory.
The best proof is in the eating.

Always Ready for Use.

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ITS SUCCESS ASSURED

Our first week here saw sales amounting to 15,000 tins, and before long we are confident that our output will be double that of our factory in Dijon, France—50,000 tins per day.

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RELIABLE AGENTS WANTED AT ONCE

La Société Francaise de Produits Alimentaires, Montreal

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Pork and Beans

ARE NOTED FOR THEIR RELIABILITY AND SUPERIORITY

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Compare your sales and see if our claim is not correct.

PLAIN CHILI TOMATO SAUCE

ALL SIZES

W. CLARK, MONTREAL

agrees with every palate.

THERE IS NO FEAR OF DISAPPOINTING A CUSTOMER IF YOU RECOMMEND.

PINK'S MARMALADE

NO OTHER MARMALADE POSSESSES SUCH A DELIGHTFULLY FRESH ORANGE FLAVOR.

WRITE **NOW** FOR PRICES TO OUR SPECIAL REPRESENTATIVES,
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E. T. BANK BLDG., MONTREAL
Messrs. EMERSON, BAMFORD CO.,
VANCOUVER, B.C.,
OR DIRECT TO

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LONDON---ENGLAND

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American Can Company

MONTREAL, QUE. HAMILTON, ONT.

Are You Satisfied

with the equipment in your store—your Coffee Mill, Scales, Spice, Tea, and Coffee Bins, etc. We are agents for the renowned Henry Troemmer Mills, Scales, etc., and can equip your store at the lowest possible cost.

Get our quotations and prices — estimates and catalog gladly sent on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

Litster Goods

are made good enough to guarantee They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

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are the same price to-day as they always were.

The steady advance in the price of beef has not affected the price of OXO CUBES in any way.

The great OXO Company, of London, England, are ranchers as well as inventors and manufacturers. The vast cattle farms belonging to this company, embrace FOUR MILLION ACRES, on which roam a standing herd of more than THREE HUNDRED THOUSAND cattle.

Thus, we are able to supply you with a pure beef product—that is enjoying enormously increasing sales — at no increase in price.

Surely you see the advantage of pushing OXO CUBES—one of the few specialties that have not advanced in price. Have you plenty on hand? Plenty of the 50 and 100 cube tins, as well as the 10c and 25c sizes? You can sell all sizes—we are advertising steadily.

Corneille David & Co.

Toronto, Montreal, Winnipeg, St. John, N.B.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

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LIMITED
Berlin, Ontario

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Maritime Provinces: R R. Rankine, 4 Wright St., St. John, N.B.

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"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

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FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and, because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

BRAND'S

The long line of Brand's Sauces, Beef Essences, Beef Bouillon, Chutney, Bloaters, Tongues, Soups, Potted Meats, etc., are the best of their kind. Brand's A1 Sauce and Invalid Specialties were granted highest possible award, "The Grand Prix," at the Festival of Empire Exhibition, Crystal Palace, London, 1911. Quality dealers are handling and making big profits on these lines. Are you one of them? Secure a stock now.

Brand & Co., Ltd.
Purveyors to H.M. the Late King Edward VII
Mayfair London, Eng.

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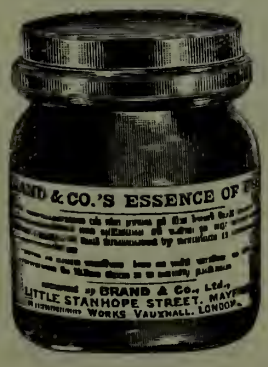
A. HUBBARD, 27 Common Street MONTREAL
McLEOD & CLARKSON, VANCOUVER



They'll like the taste
You'll like the sales

"Hirondelle Brand" Alimentary Pastes are unexcelled for quality and deliciousness—as good as any imported.

"Hirondelle Brand"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc., are made in the sunniest factory in Canada, under expert management. Dealers appreciate the profitable selling qualities of these pastes. Get a stock—display—and see them sell.

The C. H. Catelli Company
LIMITED
Montreal, Canada

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we **are going** to do, but on what we **have done.**

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vanconver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.
London, Ontario

Western Selling Agents:
Mason & Hickey, Winnipeg

Purnell's Pickles of Excellence

SAUCES THAT ARE SECOND TO NONE

The world-wide popularity of Purnell's Pickles and Sauces is hinged on their Purity. Only the best grade vegetables and ingredients are used in their manufacture, and the process employed in assembling them into the finest product, serve to produce an article of the utmost purity and of the finest possible flavor. You know Purnell's by reputation—do you know them personally and the benefit derived from their sale? Ask your wholesaler to-day for Purnell's Pure Food Products. These will increase your profits.

Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers

BRISTOL, ENGLAND

CAIRNS'
"THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS"
CAIRNS
PAISLEY
BY ROYAL WARRANT OF APPOINTMENT TO
HIS MAJESTY KING GEORGE V
HIS MAJESTY THE KING OF SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
AND FOR 22 YEARS TO HER LATE MAJESTY QUEEN VICTORIA
CANADIAN AGENTS,
SNOWDON & EBBITT, MONTREAL: McLEOD & CLARKSON, VANCOUVER
MARMALADE
· PAISLEY · SCOTLAND ·

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

"KING" (COMPOUND) JAMS

Sales are growing every week. Quality is there---that's the reason.

Retailers who have tested have repeated.

The demand from the East and West is ample proof of their popularity.

We want agents to control the sales in chief Ontario Centres

ASK OUR AGENTS:

St. John, N.B.: J. Hunter White.
Toronto: The Harry Horne Co.
Winnipeg: John J. Gilmor & Co.

LABRECQUE & PELLERIN, MONTREAL

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

SNAP

Antiseptic, Non-injurious. Leaves the skin smooth and soft.

Cleans sinks, pots, pans, better than any of those "finger eating" cleansers. May seem strange, but TRUE

SNAP COMPANY, Limited
MONTREAL, QUEBEC

What
young Brown.
said to
old Jones.

YOU were right about "GIPSY." I sent an order, put in a nice little window display, and got busy asking customers to try "GIPSY." Most of them did, and now "GIPSY" is all the rage!

Profitable? Yes you were right about that, too, I have doubled my Stove Polish trade by recommending to everyone

GIPSY
STOVE GLOSS

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

Money to be made with 'Camp'

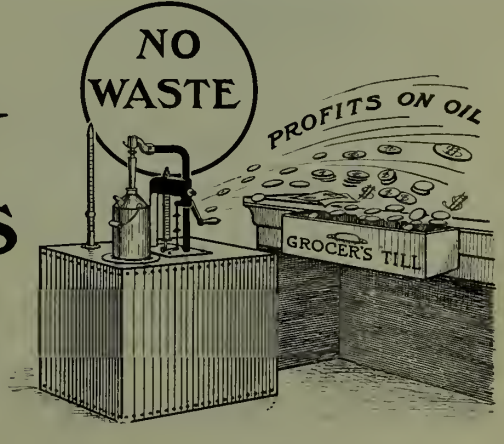
'Camp' pays in well satisfied customers, who are delighted, and come for more. It is a most profitable line to stock.

We tell the public how good it is; how easily made; how economical. You, too, may safely recommend 'Camp'—and so increase your profits.

'Camp' Coffee

R. Paterson & Sons, Ltd.
Coffee Specialists
Glasgow

DON'T Give Away Your Profits ON OIL



The oil wasted by the old fashioned tank cuts down your profits and damages other goods. The price of the oil saved by the

BOWSER SAFE SELF-MEASURING OIL TANK

first pays for the BOWSER outfit and then goes into your cash drawer as extra profits. The BOWSER automatic stop cuts off the oil as soon as you cease to pump and prevents dripping. The BOWSER gauge shows you how much to charge when filling odd measures, such as a lamp or oil stove tank, and shows how much oil you have left in the tank. It does away with the nasty, oily measure and funnel. There are over 750,000 BOWSER tanks in use because they do what we say they'll do,—SAVE MONEY. You should investigate. Let us send our catalogue,—FREE. Write to-day.

S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE **Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**

THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of
POTATOES
FOR SEED OR TABLE USE

Bags or bulk in cars . Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN - - N. B.

D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.

A well established Montreal firm doing business with all grocers, druggists and hardware dealers is open for some good agencies of Manufacturers anxious to do good business.

Box 460 CANADIAN GROCER
E. T. Bank Building, - Montreal

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

This is Your Opportunity

to purchase your season's **TEAS.** The Tea Market is much higher, with a strong tendency for higher prices---you cannot afford to overlook the special values we are offering **you**---For the next two weeks we give you the **"opportunity"** to get in right. All we ask is that you write, wire or telephone at our expense, what teas you are or will be requiring, when we will be pleased so submit samples with prices that are bound to interest you. The firm of **Minto Bros.** for 39 years have enjoyed a sterling reputation amongst the trade for their values and fair dealing. You can make no mistake in entrusting your requirements to us.

MINTO BROS. **45 Front St. E.** **TORONTO**

Our Extensive Advertising has made Holland Rusk Known to Everybody.

HOLLAND RUSK is a byword in thousands of homes from Maine to California, women everywhere know this "dainty Dutch delicacy," made in the "old country way." You ought to have a dozen packages displayed on your counter because once your customers start buying it, they'll find so many ways to eat it, they'll always buy it. Just a hint to you—HOLLAND RUSK makes the most delicious toast for a WELSH RAREBIT, so whenever you sell cheese for a RAREBIT, sell also a package of HOLLAND RUSK. This is so easy it only needs a word of suggestion from you.

HOLLAND RUSK

HOLLAND, MICH.

Valuable premium coupons in every package increase sales. Send for list of gifts.

Always Forging Ahead

During our last fiscal year which ended on the 31st January, 1913, our sales have shown an increase over and above the previous year of

$618,169.07

Hudon, Hebert & Co., Limited

Montreal

The most liberally managed Firm in Canada

St. Lawrence Granulated

As some of the travellers overlook the fact that Granulated is packed in 2-lb. and 5-lb. cartons, we would draw the attention of merchants to these small packages. St. Lawrence Extra Standard Granulated is packed in 2-lb. and 5-lb. cartons and in 20-lb. and in 25-lb. cotton bags. These are convenient sized packages for both merchant and consumer.

MOLASSES

Extra Fancy Barbados

"DaCosta" Brand

The standard of quality. Ask your wholesaler for it and take no other.

BANNER BRAND SELLS ON MERIT!

The unequalled quality and consistency of this line of Jams and Jellies, makes it an excellent stock for you to handle—one that will increase your trade and incidentally enlarge your profits.

L. & B. Banner Brand is very delicious, only the best ingredients being used. Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails. Sells at a moderate price and pays a liberal profit.

LINDNER & BENNER
291 ARTHUR STREET, TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Manitoba

Everybody's Using It.

This is the season when every housekeeper is using stove polish.

James Dome Black Lead

is the most reliable and satisfactory stove polish that you can sell.

Pays well **Sells well** **Works well**

W. G. A. LAMBE & CO., Canadian Agents

Japan Tea

Jobbers and Retailers can more than double their profit by selling them instead of any other kind of tea, and we strongly urge **Jobbers** to impress this fact upon their travellers.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

Order For Your Summer Trade Now

LAURENTIA

MILK AND CREAM

Laurentia is not a condensed Milk, but a pure natural bottled and sealed Milk that will keep indefinitely.

There are no preservatives in this Milk.

The Laurentia Milk Co.
LIMITED
371 Queen Street West - Toronto, Ont.
Telephone: Adelaide 2760

FIRES ARE REPORTED WEEKLY

in the "Grocer" and other papers. Who knows when your turn will come?

Your stock is insured, but your books are not; still sometimes their value is more than the stock.

Get a Fireproof Safe

the amount invested is less than any other fixture and gives far larger returns.

Get Our Prices. Sold On Time. No Interest.

As also our Cash Registers, Credit Systems, Silent Salesmen, Meat and Cheese Cutters, Scales, Etc. Write

Canadian Scale & Fixture Co.

Sherbrooke, Quebec

We have a fine proposition to offer Travelling Salesmen

ITS CREDENTIALS ARE SO GOOD, THAT IT SELLS WITHOUT RESISTANCE

This is the reason why all dealers are glad to stock "SALADA" as the profit is Sure, Speedy, and Actual without Loss, Waste, or Argument---

BLACK, FOR BLACK TEA DRINKERS.

NATURAL GREEN FOR THOSE USED TO JAPANS.

Samples and Wholesale Terms on enquiry---
"SALADA", Toronto or Montreal

Our perfect organization enables us to ship all orders the same day as received.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

What Do You Earn ?

DON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more ?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Publishing Company
143-149 UNIVERSITY AVE. TORONTO, CANADA

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.

Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY

403 St. Paul St., Montreal **30 Church St., Toronto**

AGENTS FOR THE DOMINION OF CANADA

Crown Brand Corn Syrup is a delicious addition to hot griddle cakes.

With Lent comes the increased demand for Crown Brand Corn Syrup. It is especially delicious when used on hot griddle cakes, tea biscuits, buckwheat cakes or muffins. Families who have once used this syrup agree that it is just as delicious as pure clover honey. In fact, many people prefer it. Look over your stock and keep a good display on your counter or in your window displays. There is good profit and ready sale.

The Canada Starch Co.,

LIMITED

Manufacturers of EDWARDSBURG Brands

Montreal—Cardinal—Toronto—Brantford—Vancouver

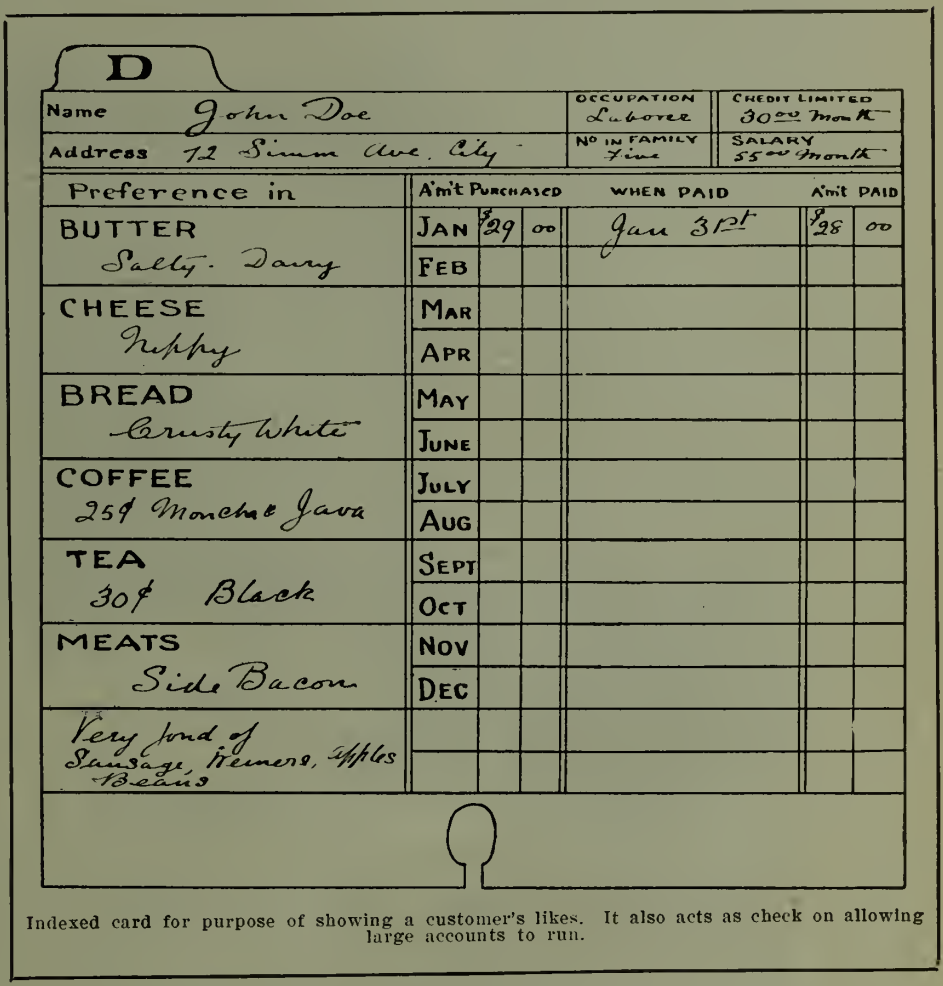
Employing Card Index to Increase Sales

How Some Merchants Maintain System to Always Supply the Customer With What She Likes—Information About Her Likes and Fancies Down in Black and White—Means a Service That is Appreciated—Also Forms Check to Allowing Accounts Run Too Freely.

The value of the card index sales campaign is not generally realized by the retail trade. But it is an acknowledged fact that the card index has played an important part in the success of nearly every successful specialty company. What will produce results for them, will just as surely be beneficial to the retail grocery trade.

The writer has run across several merchants who use the index in a small way but who are not getting the full value out of the idea even while their method of using it has some mighty good points. The trouble is they do not carry it far enough or make it give them enough information.

On this page is a rough diagram that will give an idea of the immense value of this system.



D

Name John Doe | Occupation Laborer | Credit Limited 30.00 Month

Address 72 Simm Ave. City | No in Family Five | Salary 55.00 Month

Preference in		A'm't Purchased		When Paid	A'm't Paid	
BUTTER Salty. Dairy	Jan	$29	00	Jan 31st	$28	00
	Feb					
CHEESE Nippy	Mar					
	Apr					
BREAD Crusty White	May					
	June					
COFFEE 25¢ Mocha & Java	July					
	Aug					
TEA 30¢ Black	Sept					
	Oct					
MEATS Side Bacon	Nov					
	Dec					
Very fond of Sausage, Kemens, Apples Beans						

Indexed card for purpose of showing a customer's likes. It also acts as check on allowing large accounts to run.

A Better Butter Service.

One merchant has used it to boost his sales of butter. By looking at the diagram the reader will see that it gives definite information as to the preference of each customer in the matter of butter, whether she likes it salty or otherwise; whether she prefers dairy to creamery grades.

With this information at hand he was enabled to serve customers more intelligently. In fact so well did he serve them that they rarely ever left him and one customer to whom the writer was talking recently stated that she had received good butter from this store continuously for more than three years and that the butter was always of the right flavor. This result was directly due to the information given on the card index; nothing was left to memory, it was put down in black and white where it wouldn't be forgotten.

The information given on the card was gathered by a personal canvass of the store's customers telling them just what the idea was and asking them to place a standing order for so much butter, weekly, so that the merchant could send it up the minute that particular grade or flavor of butter came in. Thus this progressive merchant was able to purchase intelligently and give his patrons a better butter service.

Information Given on Other Lines.

Later this plan was developed to cover the customers' preferences in cheese, bread, olives, etc., and whenever he received a fresh supply of any of these goods, those customers who had a fondness for them were notified and their order booked. It gives the customer the impression that one is up to his job and takes a personal interest in their welfare.

When a customer came into the store and asked for any article not in stock, it was noted on that person's card and as soon as the goods arrived the customer was telephoned or notified that the merchant was then in a position to take care of her wants.

A Stop Sale Signal.

Another way that the index can be made to earn money is in the credit limit or credit stop sale signal.

By finding out where the head of the family is employed it is usually an easy matter to determine about what salary the man is earning and with this valuable information at hand it is an easy matter to stop losses from bad debts. Of course, the most prolific source of loss is with the working classes who sometimes purchase more goods than they can ever possibly pay for. When a dealer has a line on their income he can check these sales to a safe amount.

To get the accounts of the newly married couples, one merchant the writer knows of, adopted the plan of presenting every bride married in his field of operations with a present in keeping with her standing in the community. Accompanying each present was a little note congratulating them upon the happy event and soliciting their grocery trade.

CATALOGUES AND BOOKLETS.

The Willis Manufacturing Co., Galesburg, Ill., have sent out a booklet dealing with their vegetable display stands. This is illustrated, showing the use of this stand both in summer and winter. It also includes specifications of the fruit stand and a number of testimonials from retailers.

Importance of Good Introduction in Ad. Copy

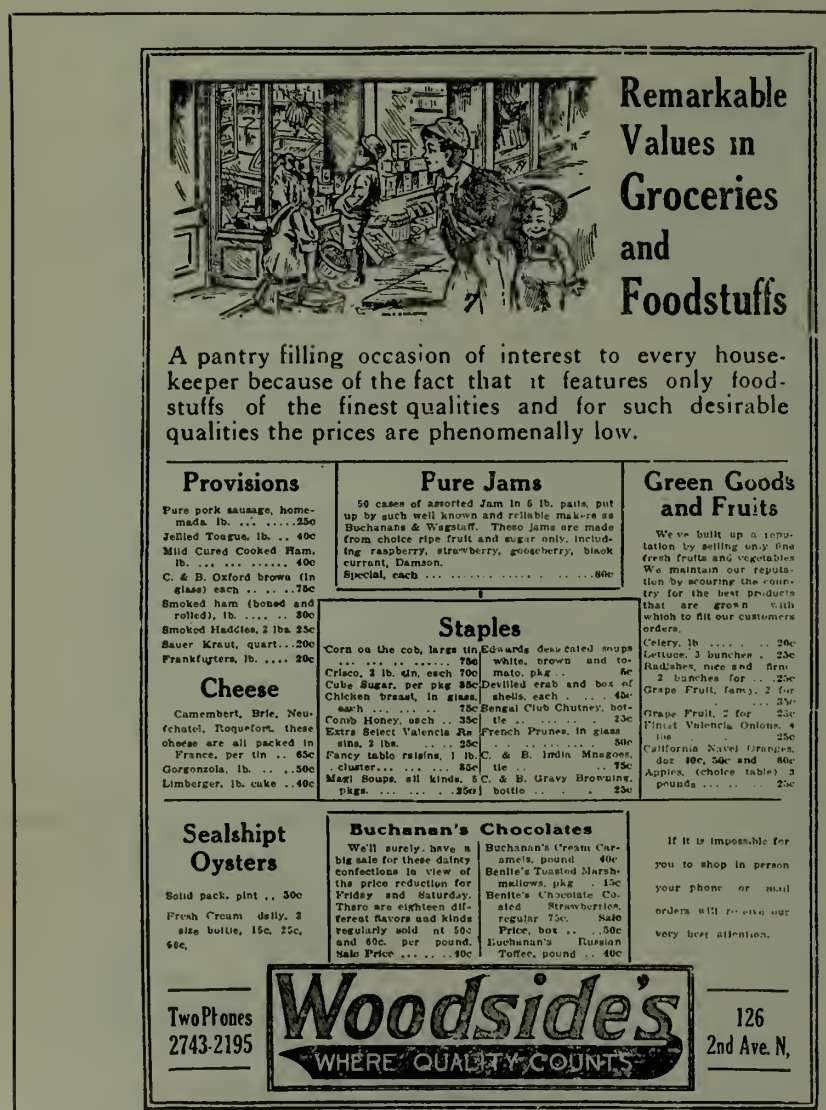
There Must Be Some Life in the Heading, But Sensational Phrases Are Not Conducive to Good Results — How Some Canadian Grocers Have Begun Their Newspaper Ads.—Well Written and Well Laid Out Piece of Copy From Saskatoon, Sask.

Ad. writers, as a rule, find it difficult to get a good heading and introduction. Some become too sensational in their choices, particularly over a bargain sale or a fire. Others are too conservative, the result being that the heading is not strong enough to attract attention. An ad. writer who has the happy faculty of presenting simple facts in plain but effective language usually manages to have his copy read quite extensively, but the one who writes lifeless copy or has it filled with glaring and sensational phrases is not likely to secure good results.

Herewith are reproduced a number of headings and introductions from newspaper advertisements of representative Canadian grocers. Some of these are particularly good, and should come in useful to other ad. writers who sometimes may be in a hurry:

* * *

FRASER, VIGER & CO., Montreal, Que.—Tasty Fish Specialties for the Lenten Season.—The observance of Lent induces many people to frequently eat fish, and we have been busy for the past few weeks sorting up and adding to our already large stock of this commodity, which we draw from all parts of the world. Everything on the following list we guarantee to be of the very choicest quality.


Remarkable Values in Groceries and Foodstuffs
A pantry filling occasion of interest to every housekeeper because of the fact that it features only foodstuffs of the finest qualities and for such desirable qualities the prices are phenomenally low.
Provisions
Pure pork sausage, homemade, lb. ... 25c
Jellied Tongue, lb. .. 40c
Mild Cured Cooked Ham, lb. ... 40c
C. & B. Oxford brown (in glass) each .. 75c
Smoked ham (boned and rolled), lb. .. 30c
Smoked Haddies, 2 lbs. 25c
Sauer Kraut, quart... 20c
Frankfurters, lb. 20c
Cheese
Camembert, Brie, Neufchatel, Roquefort, these cheese are all packed in France, per tin .. 65c
Gorgonzola, lb. .. 50c
Limberger, lb. cake .. 40c
Pure Jams
50 cases of assorted Jam in 6 lb. pails, put up by such well known and reliable makers as Buchanans & Wagstaff. These jams are made from choice ripe fruit and sugar only, including raspberry, strawberry, gooseberry, black currant, Damson. Special, each ... 80c
Staples
Corn on the cob, large tin ... 75c
Crisco, 2 lb. tin, each 70c
Cube Sugar, per pkg 35c
Chicken breast, in glass, each ... 75c
Comb Honey, each .. 35c
Extra Select Valencia Raisins, 2 lbs. ... 25c
Fancy table raisins, 1 lb. cluster... ... 35c
Magi Soups, all kinds, 5 pkgs. ... .25c
Edwards dessicated soups white, brown and tomato, pkg .. 5c
Devilled crab and box of shells, each .. 45c
Bengal Club Chutney, bottle .. 25c
French Prunes, in glass ... 80c
C. & B. India Mnagoes, tie .. 75c
C. & B. Gravy Browning, bottle .. 25c
Green Goods and Fruits
We've built up a reputation by selling only fine fresh fruits and vegetables. We maintain our reputation by scouring the country for the best products that are grown with which to fill our customers orders.
Celery, lb ... 20c
Lettuce, 3 bunches .. 25c
Radishes, nice and firm 2 bunches for .. 25c
Grape Fruit, fancy, 2 for ... 25c
Grape Fruit, 2 for 25c
Finest Valencia Onions, 4 lbs 25c
California Navel Oranges, doz 40c, 50c and 60c
Apples, (choice table) 3 pounds ... 25c
Sealshipt Oysters
Solid pack, pint .. 30c
Fresh Cream daily, 3 size bottle, 15c, 25c, 60c.
Buchanan's Chocolates
We'll surely have a big sale for these dainty confections in view of the price reduction for Friday and Saturday. There are eighteen different flavors and kinds regularly sold at 50c and 60c. per pound. Sale Price ... 40c
Buchanan's Cream Caramels, pound 40c
Benlie's Toasted Marshmallows, pkg . 15c
Benlie's Chocolate Coated Strawberries, regular 75c. Sale Price, box ... 50c
Buchanan's Russian Toffee, pound .. 40c
If it is impossible for you to shop in person your phone or mail orders will receive our very best attention.
Two Phones 2743-2195
Woodside's
WHERE QUALITY COUNTS
126 2nd Ave. N,

An effective, well arranged newspaper advertisement used by a Saskatoon, Sask., dealer.

E. C. ARMAND, Arnprior, Ont.—"Unexpected Company—Happy is the woman who is never unprepared—who can always lay a nice appetizing meal or light luncheon before any guest—unexpected or not. Her friends praise her for her housewifely qualities, and she feels that delightful satisfaction which can only come from hospitality Perfectly Done."

Following this introduction are advertised soups, canned corn, peas and beans, tomatoes, pork and beans, as well as canned fruits.

* * *

W. A. McKNIGHT, Killarney, Alta.—"Specials in Canned Goods—In stocktaking we find that we are overstocked in a few lines of canned fruits, and we are going to run them off at a very special price. For two weeks we will offer the following prices."

Strawberries, cherries, raspberries and lawton berries are quoted.

* * *

W. J. REID, Canora, Sask.—"None But Upright Quality Goods Ever Enter Our Store."

"Don't think because we say this that our goods are priced up sky-high. Exactly the opposite is so.

"You will find it pays you to buy upright quality goods at our special cash prices.

"This week we are making a special cash price on canned goods."

* * *

HALLONQUIST BROS., Weyburn, Sask.—"Saturday Specials.—Saturday is always a big day at our store and a joy day for the housewife, because on this day we offer our genuine Saturday Special Bargains in dry groceries, vegetables, canned goods, etc., etc.

"Our experience and our large trade keep us in touch with market conditions at all times, so that we have the best things in our line at the lowest prices. You will always find it economy to come to our store on Saturday. Those who start to trade with us never stop.

"We make a specialty of prompt delivery and extend every customer every courtesy."

* * *

Neatly Arranged Ad.

The large newspaper advertisement reproduced on this page is a splendid example of neat and effective lay-out. The illustration is appropriate and the introduction convincing, especially the talk on quality. The lay-out has been carefully attended to, each item, such as provisions, pure jams, green goods, cheese, staples and oysters, standing out effectively.

This is undoubtedly the sort of advertising copy that brings results. The Woodside store is located in Saskatoon, Sask.

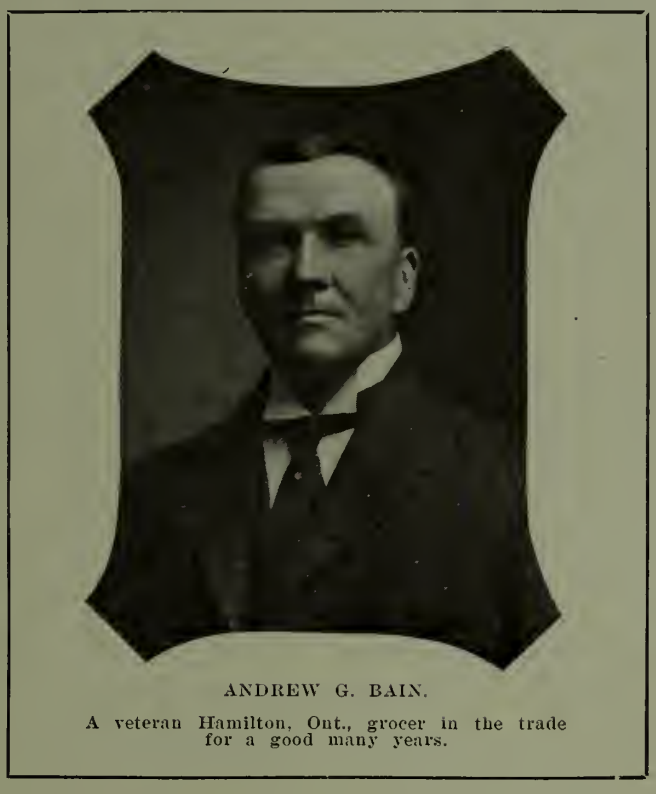
Veterans in the Grocery Trade

Number One—
A. G. BAIN

A Hamilton Grocer Who Has Been Connected With the Trade For Past Thirty-Five Years—In Business For Himself For Twenty Years—His Methods For Building up Business And His Advice on Things to Avoid.

For thirty-five years A. G. Bain has been connected with the grocery trade in Hamilton, Ont. The last twenty of these he has been in business for himself so that he can be rightly considered a veteran in Canadian trade.

Around Hamilton A. G. Bain is more familiarly known as "Andy" Bain. At least this is so among his associates in the Hamilton Retail Grocers' Association of which he is a member. His place of business is on King Street East, a leading thoroughfare of the Ambitious City, and it has been attracting people's attention there for practically two decades. As a clerk, Mr. Bain spent 15 years. He then learned the rudiments of the grocery business from all standpoints —buying, selling, treatment of customers, business management, delivery service, etc., —and by giving strict attention to the conducting of his business along these lines, he has built up an attractive trade.



ANDREW G. BAIN.

A veteran Hamilton, Ont., grocer in the trade for a good many years.

His Constructive Platform.

In fact if one were to ask Mr. Bain upon what principles his business was founded, he would mention buying the best goods and keeping no dead stock; selling the best and giving the best possible service until the goods reach the homes of the customers. He would, too, strongly advise the use of equipment that helps the merchant most in perfecting his store system.

The buying in this store, for instance, is done on a systematic basis, There is no guessing as to how much was purchased last time or what was paid for same. Mr. Bain operates a Cost Book in which every invoice is tabulated, giving exact information on how much of any line was purchased in any given time, the price paid, the freight, duty , if any, the firm from whom bought, and selling price to allow for a fair profit. This book supplies buying information so well that in Bain & Co.'s store there is never any more than $25 worth of stale stock on the shelves—if there is that much—at any time.

Keeping Track of Sales.

If buying is done in this store on such a systematic foundation so is selling. A Sales Book tells from day to day just what each day's sales have been. Any one day can be compared with any other of any year and thus there is absolute knowledge on how the business is progressing.

Attractive and effective display is one of the chief aids to selling in the Bain store. The window is used to splendid advantage with simply designed but attractive trims, containing high-class quality lines. Mr. Bain believes in giving his trade good quality foodstuffs. In his long experience, the business had taught him that good goods command respect and attract the best trade.

Things to Avoid.

It is natural to suppose that when a man has spent 35 years at one business he has formed conclusions as to what are the obstacles that lie in the path of success. Mr. Bain lays special stress on the following:

Poor location.
Price cutting.
Incompetent help.
Careless bookkeeping.
Giving too much credit.

Mr. Bain is proud of the fact that he never cuts a price. He maintains that if a merchant desires to get into touch with the best trade, price cutting is not one of the methods to be employed. Customers who buy freely and who have plenty of money are not those desirous of getting something for nothing, he claims. They are after the goods they can depend on absolutely, and a service that is unequalled by any other store.

An Example for the Clerks.

'Close attention to business,' is another rung in the ladder of success, according to Mr. Bain's long experience. He recently remarked to the writer that "it is absolutely necessary for a man to give his undivided attention to his business. Lack of energy on the part of the proprietor is contagious to the staff and as a rule would be practised by them." From this statement it is evidently his claim that a store's character is simply what the proprietor makes it. The store's appearance and service reflect the character of the man at the helm.

The lesson contained in the business career of Mr. Bain suggests two courses to every proprietor or manager who desires to make a success of the business. It is not simply necessary to lay down a constructive platform on which to build a business. Undoubtedly progressive business methods are required before a good business can be built up. A merchant must be a good salesman but he must also be careful to avoid the pitfalls that continually beset him. A poor location may spoil completely what would otherwise have been a paying business. Incompetent help may keep down wage expenses, but will it help attract the most desirable trade? Carelessness in bookkeeping has been known to cause scores and scores of failures. Allowing too much credit is probably one of the deepest of all pitfalls. The inevitable account from the wholesale house is bound to come, and how is the man going to meet it when his customers have his money?

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WEIGH, MEASURE AND COUNT.

"Do not let your profits escape through the goods entry but weigh, measure and count every shipment that comes into your store," said a successful grocer the other day when asked to name one of the causes of the downfall of grocers. Too many grocers depend upon the man they buy from to give honest measure and while I believe that no house would deliberately cheat a man, yet mistakes will occur and if the grocer allows the goods to go into stock without checking the weight, measure or count, he is laying himself open to serious loss that will eventually cripple him and possibly down him." There is real meat in this advice and the grocer that weighs his shipments will soon find mistakes that will pay him well for the trouble.

Recently many discrepancies in weights of package goods, and even such goods as cheese, have come to light and it is most important that attention be given this matter by every grocer. Two weeks ago a Niagara Falls, Ont., merchant told in The Grocer of his discovery that the boxes of macaroni he had bought for 25 pounds, in reality only weighed 20 pounds net.

Thus if this grocer had not weighed this box of macaroni he would have lost 5 lbs. which amounted to about 26c at the price he supposed he was paying for his goods.

The grocer should weigh everything that comes into his store, and to do this he must have scales suitable for this purpose as the counter computing scales are too delicate and costly to be used for this work. The proper kind of scale for this is the platform scale and every dealer should have a set of these in his warehouse. Then when he receives a shipment of cheese he can weigh it and check the weight. He can use it to weigh much heavier packages than the capacity of most computing scales will allow.

A set of these scales should be in the provision department as it will save much waste motion and many steps in the day's work, as the clerk in weighing out big orders of provisions can do it more accurately and quickly on a platform scale than on the other kind and then the loss from down weight is almost nil.

A set of these scales should be in the wrapping room for the weighing up of the sugar, etc., as the weight can be set for the amount desired and the weighing more rapidly done. There are, in fact, a great many ways in which the scales will work for the dealer and it is far cheaper to buy extra scales than to pay for extra steps and less weight in the goods he buys. By keeping close tab on the arriving goods, weighing, measuring, and counting, the grocer will safeguard his interests more closely than he now appreciates. Just ask the grocer that has kept tab, what he has discovered.

WHY CO-OPERATIVE STORES FAIL.

"Co-operation That Fails," is the subject of an interesting article in last week's issue of the Saturday Evening Post. Will Payne, the author, shows by ventilating the inside workings of an actual co-operative grocery store in the United States why it is that so few of this class of retail stores ever become successful on this continent.

After depicting the method of organization in detail, how the stock was subscribed, how so many well to do men become identified with the scheme from a stock subscription standpoint, the difficulty in securing a competent manager who would accept low wages, etc., he goes on to show reasons why the store scarcely secured half the trade of its own stockholders. For instance, there were three non-operative groceries in the vicinity and whenever any one of these put a ticket in the window advertising something a little cheaper than the co-operative store, stockholders of the latter forget all about their obligations and their future annual dividends and took the opportunity to save a cent or two in the present. To them a bird in the hand was worth two in the bush.

Again others didn't care to pass by the family grocer with whom they had dealt for years. The co-operative store sold for cash. The others didn't, and while the dry-goods traveler who lived in the district believed fimly in co-operation, yet being away most of the time, he favored paying for his groceries monthly. A dentist who belonged to the society, was fixing the teeth of the children of one of the grocers, and was obliged to take part of the bill out in groceries.

And so it was that the co-operative store soon passed away. A strong factor in its failure was the truth contained in the old saying that "what is everybody's business is nobody's business." Each director left the work of looking after the business to the others and nobody gave it attention. Finally the lease and stock were sold to a young German at 75 cents on the dollar, and being a thrifty youth he made it pay.

In the course of his article Payne makes the remark that there is a popular but mistaken idea that the middleman is a quite superfluous person. He goes on to say that however undesirable economically any particular middleman may be it will be found ninety-nine times out of a hundred that he actually performs some necessary work in the distribution of goods. Eliminating the middleman, he declares, is never the perfectly simple feat that some people imagine. The real question is to get the middleman's work done more cheaply.

Mr. Payne believes—and many grocers will substantiate his claim—that the retail grocers' profits do not average very much above a fair interest on the investment and a fair salary.

QUEER QUEBEC LAW.

The Grocer in December had an article advising grocers to put in a stock of poultry for the Christmas trade. A Montreal grocer took this tip and bought a good supply of turkeys. He had had them on sale for a couple of weeks and had met with good success when one day during the week before Christmas in walked a license inspector and demanded $50.00 fee for selling poultry. The grocer argued but to no avail, as when the law was looked up it was found that the grocery license did not cover the selling of poultry. The dealer was forced to take out a butcher's license to sell his stock of poultry.

This is a state of affairs that should be remedied by association work and the grocers in Montreal should organize immediately to see that this law is rescinded before Christmas of 1913 comes round.

KEEPING MICE FROM FLOUR AND CEREALS.

A successful plan for keeping mice away from flour and other cereals, is to build, in the storeroom, a special section in which to store flour. This plan has been adopted by many grocers in the United States, and all of them are very enthusiastic over it. It is very inexpensive and settles the matter of mice getting into flour for all time.

First, make a platform four inches high from the floor. Then place a board six inches wide all around the base, like a rim. Have standards four to six feet apart built from the base clear to the ceiling. Then inclose the whole section with a fine mesh steel wire. Have a close fitting wooden wire door into the section, or two if the section built is of sufficient size.

If the room is high studded, have one or more shelves on which to place bags of flour, as this will prevent their coming in contact with barrels and thus getting damaged. The room, of course, can be of whatever size seems to be best fitted for the purpose, and of course it should be kept closed tight at all times when not in actual use.

Some grocers use a half or third of their store-room, placing the platform and screen work at one end of the store-room.

This plan is a great success, and the grocers who have these wire rooms for flour and similar products would not be without them for a great deal, as they are sure at all times that their flour is free from mice.

It does not take long to pay for the work out of what is saved, as mice raise havoc with flour whenever they once get into a flour store-house.

EFFICIENCY IN MOTION.

Some time ago an American named F. W. Taylor became famous as the inventor or discoverer of "motion efficiency." He made an exhaustive study of the motions indulged in by workmen engaged in various tasks, and found that the average man wasted a great deal of time by superfluous motions or sluggishness of action. Much energy, he found, was wasted by lack of knowledge on the subject of the proper use of the strength and the various parts of the body. He then proceeded to analyze the matter, to substitute and combine, until he found what was theoretically the perfect way of performing various operations. The bricklayer, who had once indulged in sixteen distinct motions, say, in laying a brick, was able, under the Taylor system, to lay that brick just as well with about eight. That the test was applied to the act of eating or dressing is not known, but doubtless the genius of a Taylor would have found a system by which a man could eat a meal and get into his clothes faster even than the modern business man finds it necessary to do.

The Taylor system undoubtedly did a lot of good, even if it did arouse a great deal of adverse criticism, facetious and otherwise. A new development is now seen. One F. R. Gilbreth has invented a micro-motion machine, and which can be used to take moving pictures of men at work. By securing records of various workmen employed at the same occupation, it will be possible to compare them, and, it is claimed, to combine the best motions and arrive at the correct way of doing everything to get the best results with the least effort.

That good can be done is undoubted, but one can foresee trouble if any attempt is made to enforce the findings micro-motionally arrived at. To endeavor to make men mentally and physically slow conform to new ideas of performing tasks is beyond the powers of even such capable exponents of a new doctrine as Messrs. Taylor and Gilbreth. It will, however, enable capable men to become still more capable.

PRICE CUTTING IN SUGAR.

That old favorite with the price cutters is receiving hard whacks again in Montreal this week. The retail price of sugar is being severely pruned of profit and in some instances is being sold at invoice price.

This practice cannot be said to be in the best interests of the grocery business. If one dealer makes the mistake of selling goods below their value, it should not follow that others do the same.

If price cutting must be indulged in, it would be better to cut on articles not in daily demand as thus the loss would not be so heavy.

FLOUR GOING TO THE ORIENT.

A short time ago the liner Lord Derby cleared from the port of Vancouver, B.C., with a cargo of 20,000 sacks of flour for the Orient. The flour is destined for the ports of Kobe and Yokohama.

Many cases of salt herrings and a large number of sacks of fertilizer are also carried by the Lord Derby. Shipping men in the West state that shipments across the Pacific have increased tremendously during the past year and there is now the likelihood that in the near future China and Japan will be two of the best customers of the products of the Canadian prairies. The flour on the Lord Derby is from the best Manitoba wheat.

It isn't so very long ago that Western Canada was unknown from a commercial standpoint. There were, it is true, some cowboys, Indians and Buffalo there, but so far as the growing of wheat is concerned it was an unknown quantity. To-day the prairie provinces hold just claim to being the "granary of the Empire." Truly, there is nothing permanent but change.

Seed time is almost with us once more. Country merchants would do well to have their stocks ready in good time.

* * *

Price of good platform scale could soon be saved by checking up weights of all heavy goods that come into the store.

* * *

Here we are in the middle of February. Only a few weeks left in which to move out remainder of those winter lines.

General Delivery Found to be Successful

A Follow Up Letter From a Retailer Who Originally Brought This Question to Attention of Grocer Readers—What Is Best System for Handling the Farmer Trade?—Bookkeeping System Wanted.

By Henry Johnson, Jr.

Ever so often I get requests for information on bookkeeping and about as often I write up my system in detail. Almost immediately after this work has been finished, somebody writes that he "has missed" a number of the articles, or, as one recently wrote me, he failed to appreciate their importance" while they were running, and now wants me to start over again. Here is the last:

Winnipeg, Jan. 28, 1912.

Canadian Grocer:

Gentlemen,—I am a subscriber to your paper, and I would like to have you give me some information. What system of bookkeeping would you advise to be the best for a retail grocery business? I mean a system that a man at all times would be able to tell where he stands.

Yours truly, D. A.

Some time in the near future I hope to be able to write this subject up again. For the present other matters crowd all my space.

Co-operative Delivery Again.

Here is more news from Utopia.

The Canadian Grocer. 1-18-1913.

Dear Sirs,—Please submit these facts to Mr. Johnson in completion of the story published in a recent issue of "Grocer."

"All nine grocers use the co-operative delivery, and, as one man put it, "I will go out of business before I will return to the old plan." We have used this plan since September, 1910. Our customers are best pleased because they can tell within five to ten minutes of when they will receive their orders. There are several towns using the co-operative delivery, and when a responsible man is paid to run it it is invariably successful.

"The men who do not follow our prices are not big enough to do a particle of damage.

"Another result of co-operation: We are paying to-day —— City prices for poultry, etc. Can you beat it? The other towns can't touch us.

"There was left out one sentence, or else it was mixed. It is this: 'A co-operative delivery system by which we keep tab on our customers.' Did it not read: 'A credit system by which,' etc.? I remember writing 'an almost perfect co-operative delivery system.' Our customers would not stand for going back to the old delivery system. There have been just two complaints in the whole town since the system was started. For ourselves we have never had a single customer ask us to hurry their order out, not one, counting the first day, too.

"The general idea of co-operation has existed for five years. The prosperity of the idea is shown thus: Three stocks (of groceries exclusively) are $7,800, $4,100, $3,700 and one of $3,500. Almost anything found in any big department store catalogue can be found in these stores. As you have put it, 'the co-operators are the king pins all the way through.'

The Margin on Sugar.

"You are getting at what I mean when you mention 'I fear for that margin of over 20 per cent. on sugar,' etc. Why is it an unnatural margin? Only because it is not customary. Why is it not true economics? Why is it weakness? We ask, not for controversy, but for having our errors shown up.

"Our city trade (for all of us) is in good shape. What we would like to know is the farmers' viewpoint. Farmers are so sensitive to any suggestion of a combination among 'town people.'

"A word of information could be given us about this sentence in your fourth column. 'We make good margins, but that is the result of being wide-awake and well grounded in the principles of our business.' Will you amplify that for us?

"Again, will this question help you to understand what we are trying to get at: 'Would a lower level of prices draw enough more country trade to offset by volume the profit lost in per cent. of profit, giving the same total in dollars and cents of net profits?' That is, 'Will the higher level tend to force the country trade away?' And 'Will the farmer usually look at the price he pays for goods or the price he sells for?'

"You see, this co-operation in price has been in operation five years, and to me (I have just returned after five years' absence) seems to have lost some country trade.

"We have closed at 6.30, except Saturdays and pay-days for ten years.

"What I wrote before in the other article is no pipe-dream, but solid reality.

"We have no more big sales, for the farmers have gotten the idea that when we say 'We are selling at cost' that it is not true, and so when we are selling at a legitimate profit they think that we are 'robbing' them.

Selling for Cash Only.

"By the way, this idea may interest you as being Utopian. A town near here (nine grocers and three butchers) are selling for cash only. No competitor can come in, because they can undersell any credit man and the people are educated to pay cash.

"Please take our other letter and with this you can get a better concept of our conditions here.

"You can easily recognize that we have an unusually progressive lot of customers to accept such changes as we have enumerated in our letters without complaint. We have some window dressers from large cities, who put some windows as classy as were ever in Toronto, Montreal, or Winnipeg.

"Sincerely,

"P. A. B."

P.S.—Our co-operative delivery costs much less than the old plan.

Down to Brass Tacks.

I thank P. A. B. for this further letter. What he says is altogether about as practically suggestive, gets about as completely down to brass tacks as anything I have ever had the pleasure of receiving. Much that he says and many questions he asks require careful thought and consideration, so I shall not be able to finish with this letter of his this week. I shall only cover some of the obviously easy points.

The delivery plan which has been in operation for over two years may perhaps be said to be a successful institution. At any rate, it can be allowed to pass with present tolerance. If it is carefully watched maybe it will continue to prove itself successful. No question about its being easier on each co-operator; but so was the other plan I told about before—which went to the bad ultimately. The man who first told me about that other plan, and who was so imbued with enthusiasm over its operation, also told me he would go out of business rather than go back to the old way—and he kept his word, too; for he did go out of business without going back to the old way. We went out of business pretty nearly "broke." But that is neither here nor there. This plan must be judged on its own merits,

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

and one failure cannot conclusively condemn a plan.

The Farmer Problem.

Not doing much with farmers myself, and never having had any experience whatever with the shipping out of goods bought from farmers, I do not quite get the drift of that statement that those men pay —— prices for produce. Does this indicate that they get the goods as cheaply as ——, that is, do not have to absorb any shrinkage on produce bought for shipment, or does it mean that they are enabled to pay as much as ——? If the latter is the case, is the local market large enough to consume all the produce brought to town, or do the —— commission men pay a premium for produce shipped from this point? I think I recall some such suggestion as the last in the statement of the former letter: "We lump our eggs together during egg season and make the wholesale egg buyers bid on them against each other." So it must be that (1) through this system of co-operative buying of produce the local farmers get better prices for their produce, and (2) the stores get a legitimate margin—all out of what would otherwise be added to the "swollen profits" of the egg commission houses. This, therefore, must decidedly count one in favor of the general plan, and will tend greatly to offset the disadvantage of the long margins the local merchants are getting.

Posted on Customers' Finances.

The copy of the former letter sent to my office—I not being in the editorial sanctum, but out on "the firing line"—did not maintain the sentence about the credit system. But no matter. The facts given were good enough to lead to the conclusion that the credit system is good. We have an independent system here, too, which enables the merchant to get fully posted on customers before he trusts them. I find it saves me its cost many times in the year. The credit and delivery systems which show results which are so evidently satisfying to merchants and customers is certainly worthy of continued trial.

The co-operative idea is great. It holds the germ of prosperity for all—merchants and consumers alike—no doubt about that. The danger is not in the idea or the principle, but in its application. If it be wisely applied, "there is just nothing to it—it must win." That is as far as I can go in my examination this week. If I begin on any of the other questions I shall be unable to finish, so here I rest for now, assuring my correspondent that he has given me plenty to think about and promising that I shall go on with the discussion next week.

Communications on Live Topics

The Canadian Grocer:—Have "Reader" put two or three ordinary house cats of reputation as mousers, in the building. This will end his troubles.

Respectfully,

Hampton, N.B. T. G. BARNES & SON.

• • •

Editorial Note.—This is in answer to the dealer who recently asked through this paper for an effective method of quelling the rat nuisance. The New Brunswick firm recommend the old-fashioned, reliable cat.

• • •

Soap Grease in the Lard.

Editor Canadian Grocer.—The other day we came across an old fraud revived. In sorting over a number of cakes of lard received from our customers, we found a nice looking cake, weighing about 11 lbs. which was a work of art. The interior had been made of soap grease and various kinds of rubbish, and was completely coated, about ½ inch thick, with good white lard. We had heard of this scheme being used years ago in connection with butter, but we have never seen it before, and we wonder if any of your other readers have run across a similar case.

BALLACHEY, LAIDLAW & CO.

Paisley, Ont.

• • •

Wants a Standard Weight.

Editor Canadian Grocer.—I bought a few cases of tomatoes from an independent canner, and after they began going out to customers, I heard complaints of contents of some of the cans, being very small. On opening one case a few days ago, I found five cans in that case, the combined weight of the five cans being only 7½ lbs. They are so light I do not feel satisfied in sending them to my customers at the usual price. I wrote the canner, from whom I bought them, but he made no reply to my letter at all.

I think there should be a standard weight to all canned goods, just the same as many other commodities, so that one canner cannot put only 1½ lbs. in can, while another canner will put in 2½ lbs. Sometimes through the medium of your paper those things are brought to the notice of the R. M. Association, and they might bring it before the proper authorities.

Brockville, Ont. RETAILER.

• • •

Biscuit Box Charges.

Editor Canadian Grocer.—Allow me to make a remark in regard to a certain Ontario biscuit manufacturer.

I have been in the habit of buying my biscuits, that is the cheaper ones from my wholesale grocer, and receiving 1 per cent. discount and no charge for boxes. Therefore, I had no money tied up in boxes, which gave me a chance to turn that money into something else.

Sometime before Christmas, the agent was around for the biscuit firm in question, taking orders for biscuits. I bought six boxes assorted, freight paid, less 3 per cent., but when the invoice came they charged for the boxes, which you see amounted to more than the difference between 1 per cent. and 3 per cent. on the two different invoices.

One day last week the same agent appeared on the scene, so I approached him in regard to the charge of the boxes. His reply was, they didn't charge the jobber with the boxes because they did not expect them back, but they charged the retailer because they thought he could return them. If the retailer is to be charged for boxes, I think the jobber should be charged the same. The manufacturer would receive all empties and by this we would all be judged alike.

What would the manufacturer do without the retailer?

This is just a sample of our treatment in regard to many other things, such as egg crates and butter boxes. Isn't the retailer's money as good as the wholesaler's? They seem to take advantage of the retailer because he is the smaller of the two.

The remarks made in The Grocer on this question some weeks ago put me in mind of this.

O. L. KREITNER.

Niagara Falls Centre.

WORTH $10 A YEAR.

MacLean Publishing Co.:—Enclosed you will find cheque for Subscription to Canadian Grocer. This paper should be in every grocer's hands and should be read also by every grocery clerk. I certainly have received many pointers from same. It is, too, always fighting for the grocer's rights, which is more than newspapers ever do. If it cost ten dollars a year it would be well worth the price.

Fred. C. Harp.

Brantford, Ont.

Motor Takes Three Routes to Horse's One

How Guelph Grocer Looks After His Delivery System — Definite Times For Sending Out Parcels—One Driver in Charge of Entire System — Feature Made of Delivery Service in the Store's Advertising.

Guelph, Ont., Feb. 13.—(Special).—Promptly at 8 o'clock a.m. an auto truck and two wagons arrive at J. A. McCrea & Son's grocery store to await the 9.15 trip. The drivers do odd jobs about the store, as putting up potatoes, oil, etc. At 9 a.m. they start to load up, and unless the store is very busy, are away at 9.15 for the first trip.

Deliveries at this store are made on schedule time and are arranged as follows:—

9.15 a.m.—General trip especially for meats, fish, etc.
11.00 a.m.—Rush trip for steaks or groceries.
2.15 p.m.—General trip.
3.30 p.m.—All over city including Agricultural College.
5.00 p.m.—Final trip all city except College.

Auto Covers The Ground.

The city is divided into four trips—the auto takes two and the College, the rigs one each, as:—

College—Auto
St. Patrick's Ward—Wagon
Waterloo Ave.—Wagon
Over River—Auto
Elora Road—Auto

This means that the auto-delivery covers about three times the ground of each horse.

By systematic operation of delivery in the McCrea store a great deal of time is saved.

There are four bins into which meats and fish for each trip are sorted. The clerks as they put up orders, sort them into the proper trip on the floor—thus there is no confusion—only an orderly arrangement of goods for the various trips. All orders in before deliveries go out are put in their proper place so that good service in delivery is assured.

One Driver Responsible.

One driver is in charge of the entire system and is responsible for buying hay, gasoline, etc. He sorts the goods and holds the auto or wagon until all orders in are ready to be sent out.

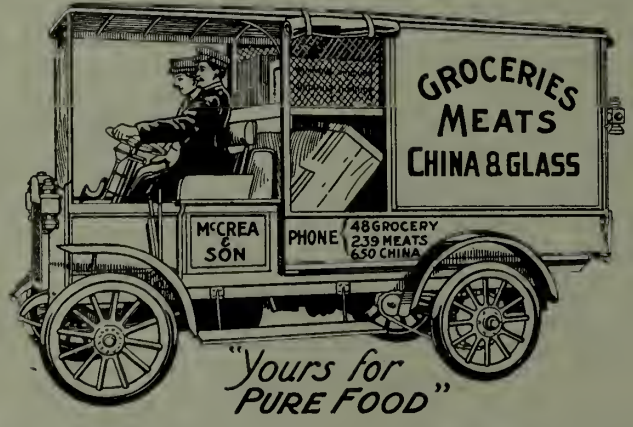
Thus the McCrea delivery is practically automatic in its operations, as much so as though it were owned by an outside company under obligation to give a service on schedule time. Any error that has been made can quickly be traced as the firm knows exactly who delivered the goods under dispute.

Commission for the Drivers.

Each driver has a book for C.O.D.'s and orders, and is paid 25 cents for every new customer. The list of orders the drivers bring in keeps the store busy on what might otherwise be slack days.

The firm sometimes feel that they would sooner pay poor money to a clerk almost than a driver, for it pays so well to be "The Store with the Good Delivery Service," as they advertise theirs.

McCrea & Son attribute much of their increase in business to the service they render in delivering goods.



Drawing showing variety of auto delivery in the McCrea store, Guelph, Ont.

HAMILTON GROCERS' OFFICERS.

Hamilton, Ont., Feb. 13.—(Special).—The last regular meeting of the Hamilton Retail Grocers' Association was the annual meeting at which officers were elected. The following were the choices:

President—Edward Hazell.

Vice-Presidents—J. M. Semmens and J. Knox, jun.

Treasurer—J. Main.

Secretary—M. R. Hill.

Executive—W. Smye, Eric Jamieson, J. L. Brown, E. H. Soles and A. G. Bain.

Auditors—J. A. McIntosh and George Dawson.

It was announced during the meeting that the petitions for inspection re scale inspection and the Garnishee Act were being largely signed and would be sent to the secretary of the Ontario Association at Toronto.

During the evening Geo. E. Waller, of the Dominion Power and Transmission Co., was presented with a silver-mounted umbrella in view of his good services in connection with the picnic last summer to Grimsby Park.

EMPLOYEES RECEIVED CHEQUES.

Winnipeg, Man., Feb. 2.—(Special).—At a banquet given by the former employees of A. MacDonald, the wholesaler who disposed of his business a short time ago for a large sum of money, was presented with a beautiful set of office furniture, of quartered oak, consisting of desk, chairs, filing cabinets, and everything complete. Through the day Mrs. MacDonald received beautiful bouquets of flowers from the different departments, and at the banquet a silver tea service was presented her as a token of appreciation.

Mr. MacDonald expressed his thanks to the former staff in a practical way. By the plate of every man present was an envelope, and in each envelope two cheques, one covering bonuses for the three months which had elapsed prior to the change in the company, and one for an amount equal to two months salary of every man present. From office boy to managers there was a cheque for each.

Through the kindness of the new management, the branch managers and their wives were present at the gathering. Each of these managers received not only cheques for their own bonuses and for their own remembrance, but also cheques to cover similar bonuses and remembrances for the members of their staff, and a cheque to cover the expenses of a banquet to be held at each branch point.

Current News of the Week

Quebec.

Laporte, Martin & Cie, Limitee, wholesale grocers, of Montreal, have been granted incorporation with an authorized capital of $1,000,000.

Stanford's Market, Limited, Montreal, Que., are opening a new branch at 388 Victoria Street where they are putting in an up-to-date equipment and will carry the same lines as in their other stores.

Ontario.

Alvinston, Ont., Board of Trade is after a biscuit factory.

W. Henderson, grocer, Toronto, is succeeded by W. Henry.

Miss M. Curry, grocer, Toronto, is succeeded by Mrs. S. Hamilton.

The annual meeting of the Dominion Canners, Limited, will be held in March.

R. H. Beck has purchased the stock and grocery stand at 1186 Dufferin St., Toronto.

A. Allendorf has purchased the grocery business of W. J. Cooper at 96 Geary Ave., Toronto.

Davis & Dunn, general merchants, South Porcupine, Ont., have opened a branch in Cobalt, Ont.

The Industrial Association of Glencoe, Ont., expects to secure a canning factory for that town.

Allen and De Young, Welland, Ont., have taken over the business formerly carried on by Mr. Cross.

Bannerman Bros. have purchased the grocery business of W. T. MacPherson at 100 Sorauren Ave., Toronto.

Alfred Empringham has purchased the grocery business of Mr. Broherson at 1575 Danforth Road, Toronto.

J. A. Hughes, of Hughes Bros., general merchants, Laurel, Ont., has sold his interest and gone to Vancouver, B.C.

A report comes from Berlin, Ont., that Jno. Sloan & Co., Toronto, will establish a wholesale grocery house there.

Fire destroyed the grocery and meat store of Page & Rochleau, Sandwich, Ont., recently. Damage is placed at $30,000.

James Mulligan, general merchant, Wardsville, Ont., has purchased two stores adjoining his own, formerly occupied by W. E. G. Hacker.

The T. Upton Co., Limited, Hamilton, Ont., have decided to erect a branch factory in St. Catharines, Ont. The plant will probably cost $45,000. This will give the company more manufacturing space and larger area from which to draw fruit supplies.

J. J. McCabe, fruit broker, and H. Peters, wholesale fruit and produce merchant, both of Toronto, returned last Monday from Florida and the South where they spent three weeks stopping at all the places of note from Philadelphia to Tampa.

The executive of the Toronto Retail Grocers' Association held a meeting during the week, and at the regular meeting of the association on Monday night will recommend that the annual dinner be held on March 12.

Some ten days ago a peddler in Toronto was acquitted of the charge of unlawfully calling out his wares on the street. The Retail Grocers' Association of that city took the matter up with city officials to find the cause of this. Last year an amendment was made to the Hawkers' by-law preventing the crying out of wares. It is probable there has been some oversight in connection with the wording of the by-law since the amendment, and the Board of Control has been requested to see that the matter has been put right.

Western Canada.

H. F. Henderson, grocer, Vancouver, is succeeded by W. W. Pearson.

Sinclair Bros., general merchants, succeed Marvin Bros., in Edrans, Man.

T. E. Morris, general merchant, Alexander, Man., is succeeded by Wm. Reid.

Sloan & Allen, grocers, South Vancouver, B.C., have dissolved, Mr. Sloan continuing.

D. A. Mackenzie & Co.'s departmental store at Souris, Man., was recently destroyed by fire, the loss being estimated at from $50,000 to $60,000, partly insured.

Vancouver grocers are taking a keen interest in the forthcoming Pure Food Show to be held in the Imperial Rink commencing February 17. The Vancouver Retail Grocers Association has elected the following committee to supervise affairs: A. Bartig, C. Clark, J. A. Henderson, T. F. McDowell, F. J. Rolston, W. H. Walsh, Harold M. Wood, F. W. Welsh, Thomas Connor, F. Filion and A. A. Blain.

The grocery clerks of Vancouver, B.C., at a meeting held last week in the Labor Temple decided to form an association and elected the following committee to draft rules and regulations: Messrs. Barker, Petch, Miller, Low, Healy, Lang and Henderson. The committee will meet within the next few days and report to another general meeting to be held this month. At the initial meeting, F. W. Welsh, one of the leading grocers of Vancouver, addressed the clerks. "Statistics for many years" he said, "show that ninety per cent. of retail grocers fail in business. The reason for this is that the men who commence these businesses lack the proper knowledge, which prevents them successfully competing against their older and more experienced rivals in business."

A DIFFERENCE IN WEIGHTS.

By a Dromore, Ont., Merchant.

I have appreciated reading your articles upon "Leaks" very much, and have profited thereby. Here are two more of a different character from any you have used.

Noticing in a railway freight bill that a 50-lb. tub of lard was billed at 80 lbs., I wrote the wholesale house, but their reply was that they did not supply weights, the railway company filling them in. This made me look over their former shipments, and here are a few of the items:

> Tub lard, 50 lbs., billed at 80 lbs.; cluster raisins, 15 lbs., billed at 30 lbs.; chest tea, gross 135 lbs., billed at 150 lbs.; box yeast cake, 12 lbs., billed at 20 lbs.; bag peanuts, gross 21 lbs., billed at 40 lbs.; box extracts, gross 25 lbs., billed at 40 lbs.

Needless to say that house will not allow railway companies to guess any more weight for me.

I reently bought a line of groceries from a wholesale house in a Western town and noticed a saving of six to eight cents per 100 lbs. compared with Toronto or Hamilton freights. Mentioning this to a Toronto traveler, his reply was that his house always equalized rates when asked to do so. I am kicking myself now that I did not ask for it twelve years ago, and I now pass along this item so that others may not forget to ask. Is this a square deal of wholesale firms?

The Market Firming Up---Sugar Doubtful

Coffee Reported Slightly Easier On Primary Market—Advance In Canadian Coal Oil In Montreal—Canned Tomatoes Easing Off On Same Market—West Taking U.S. Canned Goods—Business Passing Only Fair.

QUEBEC MARKETS.

POINTERS,—

Canned herrings—declined ten cents.
Evaporated apples—Dropped ½c lb.
Tomatoes in 3's—Dropped 10c.
Canadian coal oil—Up ½c gal.

Montreal, Feb. 13.—Trade in groceries at this centre is quite brisk and volume of business passing is quite large for this season of the year. The past week has seen many changes in prices which bear out our prediction of last week that the staple lines were on the decline. The situation appears much the same as last week and there is a weakness in all the staple goods and unless something turns up to strengthen the market, next week will see more declines.

Canned Tomatoes, 3's, dropped to $1.40 this week which is a decline of 10c. This is due to the heavy stocks of this line and a light demand. With an increased demand tomatoes will in all likelihood advance to their former level.

Canned herring dropped to 95 to $1.00 which is a decline of 10c from the quotations of last week. Linseed meal is quoted at 6 to 7c this week and flax seed is worth 4 to 5c per pound.

Canadian oil has advanced ½c per gallon.

SUGAR.—The market remains the same as last week with prices a trifle stronger. Buyers are marking time and are still buying in very small quantities as a decline is still anticipated. However, sugar has gained a shade in strength and may possibly be able to withstand the onslaughts of the bears. There is a fair volume of business passing, but not as much as should be if conditions were such as to restore confidence. There is a good supply of sugar in sight and lower prices are still probable.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 45
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 85
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 85
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES.—There is no change in the molasses market and the business transacted is quite satisfactory. Prices remain the same as last week and the cables advise no changes as yet.

Syrups are the same as last week with a good amount of trading being done. Prices remain firm and supplies plentiful.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38¼-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

COFFEE.—Coffee prices remain very firm with an upward tendency. There is a good demand for all grades of coffee. While advances are anticipated, there is nothing definite in the air as yet.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27

TEA.—Ceylons are up and are firm at the prices ruling for the past week. The price to the retail trade has not been advanced as yet but in view of the recent advances prices may go up in the very near future. The advance in all the good grades of teas is greater than the advance in the cheaper grades. There is a better market for Japans and dealers are receiving more inquiries for these teas evidently due to stronger tone to the market. The many rumors to the effect that the loss of two boats loads of tea is the cause of the advance is not altogether correct as the comparatively small amount lost in these two ships is a mere drop in the bucket of the tea trade and while they might have had a trifling reflection on the conditions the advance was scheduled before the loss of these ships.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

BEANS.—Ontario beans are down to $2.55 but the imported beans remain firm at the prices quoted for last week. The amount of business passing is nominal, but with the better weather conditions trading will be more brisk in all farmers products for with better roads the farmers will be able to get into town with their produce.

Beans—		
Imported Vienna brown beans, bush	....	2 75
Yellow beans, bushel	....	3 00
Ontario, 3 lb. pickers	2 60	2 65
Green peas	....	2 75
White peas	2 60	2 65

SPICES.—There is no change whatever in the spice market as there is only a small volume of business being transacted. Prices remain same as last week and are quite firm at that level.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—These staples remain quite steady after the decline of two weeks ago and prices are getting firmer. There is a normal amount of trading being done in these lines and prices remain the same as last week.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Trading in nuts is quiet and not much business is passing. Prices remain the same as last week with no likelihood of any changes for some time to come.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	....	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13¼	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

DRIED FRUITS.—Evaporated apples dropped ½c per pound this week. This is probably as a result of the slump in

dried apples. Prunes are moving steadily and there is a small demand for nearly all lines of dried fruits but the volume of trading is not very large, although quite satisfactory for this season of the year.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07
Evaporated peaches	....	0 09¼
Evaporated pears	....	0 12½
Currants, fine filiatras, per lb., cleaned..	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06¾
Dates, Hallowee, loose	....	0 04¼
Fards	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-50	....	0 10
60-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

ONTARIO.

POINTERS,—

Sugar—Rather stronger.

Teas—Firmer market.

Coffee—Slightly easier.

Tapioca—Easier.

Nuts—Almonds up 1c per lb.

Spices—Cloves firmer. Nutmeg advanced slightly.

Toronto, Feb. 12.—Wholesalers report business for past month rather dull, but not marked by as much slackness as in former years. With retailers buying in smaller quantities and oftener, trade has tended to spread itself more evenly over the year, and thus during past year or so the same marked lull in business during January and early February has not been experienced.

SUGAR.—The sugar market seems to have taken on a rather firmer tone this week. Local consumption has been good for season. Stocks on all hands are now light, and thus almost daily buying has become necessary. At present the main bulk of the purchasing is from hand to mouth.

British West India crops are rather late this year, with new crop, 96 test, quoted above buyers' ideas. Expectation of many are that lower values must prevail later on as the crops begin to arrive more freely. With regard to Cubas in New York, refiners are at present staying out of the market. Thus at the moment there are no new developments. But sugar in Europe has eased off slightly. That market seems purely speculative. Some cutting has been done in New York refined, but this market has not been affected by these local conditions on the other side.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—Business has been very good for season. Quite a marked increase has been noted in sales of all lines of syrups owing to Lent. Corn syrups show little sign of strengthening at the moment. Sales have been very good.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Amount of trade passing in these lines has been only fair. Plentiful crops of apples throughout all of Ontario last fall have greatly reduced consumption of all lines dried fruits, and at the same time have made evaporated apples a drug on the market. Fairly good business has been done in California fruits. If this keeps on increasing prospects look good for future.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12¼
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Tea is extremely firm this week. Sale in London last week was small and competition keen. Fine grades are scarce, and the whole market inclined upward. Some dealers are looking forward to advanced prices on this market shortly.

COFFEE.—Coffee primary market is almost stagnant, with rather easier tendency if anything. Estimates of growing crops are conflicting, making it difficult to ascertain any correct conclusion. No change is expected for some time.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Quite a steady tone prevails in the spice market. Cloves continue firm, but with unchanged prices. Nutmegs have been advanced from 4c to 6c locally.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Clovea	30—32	1 05—0 95	..—1 05
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	....	0 35
Shredded cocoanut, in pails	0 16¾	0 17¾
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 85

RICE AND TAPIOCA.—Tapioca market is easier this week. Shipments coming on now are costing less than formerly, which is tending to lower prices here. Singapore tapioca is now going at 5½c, and prospects are that it will be lower later on.

European rice people seem to think that the market is lower than it should be. All other rices hold just as they were a week ago.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 05½	0 06
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Nut market is fairly quiet, and only a small amount of business is being done. Walnuts on the primary market are reported as slightly easier, while on this market almonds, walnuts and peanuts are inclined to be stronger in price.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17

Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Msrbots	0 14	0 15
Walnuts, shelled, new	0 34	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Ontario farmers are now beginning to offer beans more freely, realizing that while they hold off the scarcity will always be met by imported Austrians. The whole market is weak, with little sign of any stiffening up.

Beans, Canadian—		
Prime beans, per bush.	2 60	2 65
Austrian, medium, bush.	....	2 75

CANNED GOODS.

Toronto, Feb. 12.—Canned goods continue pretty quiet. With opening of navigation more of a boom is expected. Just now, however, wholesalers are pretty well satisfied. A novel feature this year is the inability of the Ontario wholesaler to compete with American prices for a great deal of the Western trade. Prices on corn, peas, and tomatoes are all higher in proportion than prices in the States. The difference, wholesalers say, is so great that Ontario price plus the freight are greater than States prices plus freight and duty and thus no demand reaches this market from the West. What will happen when spring opens is hard to say. This is the first year that this condition has ever prevailed. Locally prices continue unchanged.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2's, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	0 97½ 1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 37½ 1 55
3's, Cabbage	.... 1 00
2's, Carrots	.... 1 00
3's, Carrots	.... 1 30
2's, Cauliflower	.... 1 67½
3's, Cauliflower	.... 2 10
2's, Parsnips	.... 1 15
3's, Parsnips	.... 1 30
3's, Turnips	.... 1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Esrly June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinseb	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Sqush	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal., Apples, standard	2 55
Gal., Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal., Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gsl., Grapes, white, standard	3 55
2's, Lawtonberries, hesvy syrup	2 02½
2's, Lswtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peachcs, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, beavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Pesches, yellow, heavy syrup	2 25
3's, Peachcs, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal., Peaches, pie, not peeled	3 52½
Gal., Peaches, pie, peeled	4 37½
2's, Pears, Batt., heavy syrup	1 77½
2½'s, Pears, Bart., hesvy syrup	2 12½
3's, Pears, Bsrt., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pesrs, Flemish Besuty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, hesvy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal., Pears, pie, not peeled	3 52½
3's, Plums, Lombsrd, heavy syrup	1 45
Gal., Plums, Green Gage, stsndard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, hesvy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombsrd, light syrup	0 90
3's, Plums, Lombsrd, light syrup	1 30
2's, Plums, Lombsrd, heavy syrup	1 05
Gal., Plums, Lombard, standard	3 55
2's, Plums, Egg, hesvy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, hesvy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pic, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gsl., Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black, not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals., Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, hesvy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black Currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currsnts, preserved	2 30
Gss., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pinespples, sliced, heavy syrup	2 05
2's, Pinespples, shredded, heavy syrup	2 05
2's, Pinespples, whole, heavy syrup	2 27½
3's, Pinespples, whole, heavy syrup	2 77½
3's, Pinespples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Rasnberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

Sockeye—	
1 lb. flats	2 02½
1 lb. talls	2 87½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humphack, 1 lb. talls	1 25

MANITOBA MARKETS.

Winnipeg, Feb. 12.—(Corrected by Wire).—Bonspiel week to a certain extent disorganizes business here and for the moment things are a little quiet. The influx of some thousands of Western business men to the city, however, is of considerable importance and of course lays the foundation of much future trade.

The market in staple lines is featureless.

Goods usually featured during Lent are selling well and retailers generally in the city report satisfactory sales.

Collections are slow and somewhat disappointing.

SUGAR.—Sugar is unchanged, demand moderate, and supply sufficient. New York advices are to effect that the market is firm with offerings liberal.

Montreal and B.C. granulated, in bbls.	5 15
Montreal and B.C., in sacks	5 10
Montreal and B.C. yellow, in bbls.	4 75
Montreal yellow snd B.C. yellow, in sacks	4 70
Icing sugar, in bbls.	5 50
Icing sugsr, in boxes, 25 lbs.	5 75

SYRUPS.—Syrups are good sellers during Lent and the new run of maple syrup always attracts some popular attention when it comes on the market. Now is a good time to feature maple syrup.

2 lb. tins, per csse		2 13
8 lb. tins, per case		2 53
10 lb. tins, per csse		2 41
20 lb. tins, per csse		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gsl.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Msple syrup, ½ gsls.	....	5 85

DRIED FRUITS.—Higher prices for California raisins are hinted at by coast representatives now in the city but no changes are announced for the present. Prunes are steady at the recent reduction.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05¼
90-100s, 10s, s.p.	0 05
80-90s, s.p.	0 06
80-90s, 10s, s.p.	0 06½
70-80s, 25s, s.p.	0 06¾
70-80s, 10s, s.p.	0 07
60 70s, 25s, s.p.	0 06¾
50-60s, 25s, s.p.	0 07¾
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanss—	
California	0 09¼ 0 09½
Smyrnss	0 13 0 15
Currsnts—	
Dry clean, per lb.	0 07½
Wsshed, per lb.	0 07¾
1-lb. psckage	0 08¾
2-lb. psckage	0 17¾

COFFEE.—The enormous sales of valorization coffee have in no wise brought down prices and any possibility of a decline now seems out of the question.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Tess—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—There is a good demand for beans, but none of first quality are obtainable, about the only kind on the market being 3-lb. picker.

Beans—		
Hand picked, per bushel	....	2 95
3 lb. picker	....	2 65
Pess—		
Split pess, sack 98 lbs.	....	4 00
Whole pess, bushel	....	2 75
Bsrley—		
Pot barley, per sack 98 lbs.	....	3 65
Pearl barley, per sack 98 lbs.	....	5 15

NUTS.—There is no immediate prospect of any change, prices are steady trade quiet.

	Per lb.	
Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Msrbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled wslnuts	....	0 31

WINNIPEG.

PRODUCE AND PROVISIONS. — Lard prices have advanced as will be seen on reference to list. It is worthy of note that pork and lard in Chicago have been steadily going up during last

two weeks and indications that all hog products will he dear this summer are much in evidence.

Dairy butter has declined one cent. Creamery butter is steady. Eggs unchanged. There is nothing new to report in cheese.

Lard—		
Tierces, per lb.		0 13⅝
1 lb. bricks		0 15
50 lb. tubs		6 95
20 lb. pails		2 85
10 lb. cases		8 65
5 lb. cases		8 70
3 lb. cases		8 80
Cured Meats—		
Hams	0 16½	0 19
Bacon	0 18	0 22
Shoulders		0 14¾
Loug clear D. S.		0 15
Mess pork, bbls.		26 00
Butter—		
Creamery	0 34	0 36
Dairy, best	0 28	0 29
Dairy, No. 1	0 25	0 26
Dairy, No. 2	0 20	0 21
Eggs—		
Manitoba, per doz.		0 26
Storage		0 22
Cheese—		
Ontario large		0 15¼
Ontario twins		0 15½
Manitoba large		0 14½
Manitoba twins		0 15

NOVA SCOTIA MARKETS.
By Wire.

Halifax, Feb. 13.—An average trade is passing on local grocery market with a number of prices easier. All oranges are down 25 cents per case. Rolled oats have declined 5 cents. Prime beans are easier at $2.75. Malaga grapes have gone up a dollar a keg to $7.00. Sugar is steady, and there are prospects of pork products advancing.

Beans, prime, per bush.		2 75
Grapes, Malaga, per keg		7 00
Rolled oats		5 30

Inviting Criticism on Delivered Goods

Winnipeg Firm Sends Out Card with All Orders, Wording of Which Tends to Remove Any Cause for Complaint—Complaints That Are Reported Promptly Are Easiest Remedied.

When delivery complaints are entirely prevented a great deal has been accomplished. While in a few cases the dealer should prohably not be held accountable, yet in the majority he is to blame.

One of the chief complaints is that of broken parcels, muddy or dirty cartons and small measure. These can and should be reduced to a minimum. In this regard a method adopted by Geo. Nicholson, "The Modern Grocer," Winnipeg, Man., will be of interest. Mr. Nicholson sends out a card with each parcel which makes a direct appeal to the housewife every time she receives goods, to look them over and let the store know if any are not what they should he. It invites criticism and therefore tends to curb the wrath of the housewife should she find anything out of order. This card, which is reproduced here, prevents her from keeping to herself any damage to goods. She knows that as far as the dealer is concerned, it is no fault of his and also that anything wrong in delivery will he righted.

This system of Mr. Nicholson, since it tends to eliminate cause for complaints and therefore loss of trade, is one that might be followed by others.

Dear Madam;

This order left our store in first-class condition and you should receive it in the same way. It is our endeavor to give you the best possible service, and the best quality goods.

If at any time you should receive anything that is not strictly first-class you will confer a favor by returning it to us.

Yours truly,

GEO. NICHOLSON,

The Modern Grocer

250 NAMES ATTACHED.

Secretary Wm. C. Miller, Toronto, of the Ontario Retail Grocers' Association, reports a largely-signed petition from Brantford, Ont., on the proposed amendment to the Garnishee Law. More than 250 names were attached, making a record up to date. The scale inspection petition from Brantford, was also exceedingly well signed.

Following items are from The Grocer of Feb. 17, 1893:—

"Wholesale merchants in Winnipeg have protested to the City Council against taxation on stocks, stating that it is keeping wholesale men out of the city."

Editorial Note.—Certainly, one would think the wholesalers had a just cause for protesting.

* * *

"That the English language is elusive and hard to pin down to a recognized significance is well illustrated by the phrases "fresh eegs" and "strictly fresh eggs." An entirely honest grocer will assure customers that he has fresh eggs, when he knows full well that the eggs he has have been packed in straw for weeks; but if he is really an honest grocer, he will not give the assurance that they are "strictly fresh" eggs, because the latter phrase has in the trade a meaning widely different from that of the other. Again the phrase "strictly fresh eggs," has different meanings at different seasons. It may mean now an egg anywhere from one day to ten days old, hut in the spring it means an egg not above two days old."

* * *

"A petition has been presented to the House of Commons by a number of the residents of Napanee, Ont., praying that the standard weight of a bushel of onions he reduced from 60 to 50 pounds, and that the weight of a hag of onions be fixed at 75 pounds exclusive of the bag, and of a barrel of onions at 150 pounds, exclusive of the barrel."

Editorial Note.—To-day there is a somewhat similar request before parliament so far as a hag of potatoes is concerned. Sometime during the next twenty years we may expect that a standard will be in force.

A THOROUGH GOOD PAPER.

Editor, Canadian Grocer.—Enclosed please find cheque for my subscription to April, 1914. I may add that I consider The Grocer a thorough good paper, full of valuable hints and practical suggestions, and in my opinion, one that every retail merchant should take and read.

Wishing you every success,

F. BURGESS,
Laurier and Nicholas Sts.,
Ottawa, Ont.

Frozen California Navels in Distribution

Public Not Taking Kindly to Them and Consumption is Not Advancing Rapidly—The Lemon Situation—Vegetable Prices Dropping as Season Advances—Potatoes Quite Easy.

California navel oranges are still to be had, but some difficulty is being experienced in securing them. Warm weather setting in sometime after the frost did much damage to the oranges that had partially survived and now it looks like a rather rapid wind up for the California navel. Whether there will be any Valencias for summer trade is a problem at present, but so far very few are expected. The attempt made to dump the frozen oranges on the different markets has tended to put the trade "on the bad." Dealers notice that the consuming public are not consuming as large quantities as usual owing to bitter and unpalatable flavor.

Some oranges have again been imported from Spain. These are cheaper than either the Floridas or California's and somewhat inferior, but those offering have been of better quality than usual.

Enquiries for Messina lemons coming from as far south as Denver, Colorado, would indicate that the California lemon for this season is a thing of the past. The lemon crop in Italy is not large although larger supplies for March are expected. Frosts in California have been the cause of prices on Sicily lemons soaring to the present high mark.

Prices on vegetables are lower than they have been for some years. This week potatoes are again easier and large quantities are being offered.

MONTREAL.

GREEN FRUITS.—Apples are quoted higher this week owing to stronger tone to English market but this advance will not mean much profit to the packers as the apples are rotting quite freely. However everything points to higher prices for apples. Owing to poor keeping qualities second grades are quoted cheaper this week.

Lemons here are selling at a lower figure this week than last and some local men claim damage from the frost to the California crop is not nearly as serious as first reported. However there is little profitable business passing at present. Cold weather of the last few days has put a crimp in the sales of tender fruits as it is almost impossible to deliver the purchases without getting them frozen. California oranges and Mexicans are cheaper owing to immense quantity of poor quality oranges coming on the market here. Pine apples are also easier.

Apples, fall, No. 1	2 25	3 00
Apples, fall, No. 2	2 25	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans, cases of 24	....	4 50
Almeira grapes	6 00	7 60

VEGETABLES.—Celery is cheaper owing to receipt of three cars on one day which was much more than demand warranted and consequently broke the market which slumped to $4.50 to $5.00 per crate. A car of Florida tomatoes arrived this week but the quality is not up to mark. There is little business passing at present owing to weather conditions which almost prohibit delivery of any purchases. There is no change in quotations on potatoes which are quoted as follows: Green Mountains in car lots at 70 to 75c per bag. Quebec grades are at 65c to 70c per bag and in jobbing lots 90c to $1.00 per bag.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lh.	0 01½	0 01¾
Wax beans, in hamper, imported	....	5 50
Carrots, bags	0 75	1 00
Cabbage, dozen	....	1 20
Cauliflower, doz.	....	2 75
Celery, per crate (3 to 6 doz.)	4 50	5 00
Cucumbers, basket, per dozen	....	2 50
Peppers, green, basket	....	2 50
Radishes, dozen	....	0 22
Sweet potatoes, per basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag..	0 70	0 80
Quebec grades, car lots, per bag	0 65	0 70
Quebec grades, small lots, per bag....	0 90	1 00
Spinach, bbl.	....	2 75
Tomatoes, hothouse, lb.	....	0 35
Turnips, per bag	....	1 25

TORONTO.

GREEN FRUITS.—Navel oranges are slightly easier than week ago. This is owing to two reasons. On account of high prices consuming public have eased off a bit,—also some of the fruit has been found unpalatable and bitter, and this has tended to decrease consumption greatly. Fine quality Florida oranges have been arriving and are selling well. Almeria grapes are becoming scarce and few are now left on this market. Mexican oranges are practically off market also. More imported fruits and vegetables are being continually introduced and are forming a strong fixture.

Apples—		
Spies, per harrel	2 50	3 50
Russets, per harrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Greenings, No. 1, per bh..	2 50	3 00
Greenings, No. 2, per bbl.	....	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Grapes, Almeria, per keg	6 50	8 50
Hothouse grapes, per lh.	....	0 90
Grapefruit, sizes 54, 64 and 80, per case..	3 25	3 75
Kumquots, per quart	....	0 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	3 00	4 00
Navels, per case	3 25	4 00
Oranges, hitter, case (200 and 160)	2 25	2 50
Pineapples, per case	....	4 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Strawberries, per quart box	0 40	0 50
Tangerines, per strap, 2 boxes	....	5 50

VEGETABLES.—Potatoes are easier this week both in tone and price. Offerings continue large. It is expected that this cold snap will hold them back for a little while but will not have any marked effect. Spanish onions are rather firmer during past week while Canadian onions are much easier and are selling at reduced prices. Large supplies of all vegetables but especially carrots, beets, turnips and parsnips are here, and are selling at reasonable figure. "They talk about the high cost of living but vegetables are cheaper than they've been for years," said one dealer this week. Rhubarb, fresh onions, beets, and many other vegetables are now on market being imported from the south, and are commanding large sales for season.

Beans, wax and green, hamper	....	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	....	1 00
Carrots, per bag	0 40	0 50
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)..	....	0 90
Celery, Florida, per case	3 25	3 50
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	2 50	3 50
Cucumbers, outdoor grown, per hpr.	....	7 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	....	3 25
Mushrooms, per lh.	....	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lh. bag	0 60	0 85
Onions, green, imported, per doz.	....	0 50
Peppers, green, basket	....	0 50

Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 95	1 05
Parsnips, per bag	0 65	0 75
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Rhubarb, according to size, per doz.	0 85	1 25
Spinach, per bbl.	2 25	2 75
Turnips, per bag	0 35	0 50
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Cuban, case	....	5 00
Sweet potatoes, 50 lb. hamper	1 25	1 50
Cauliflower, hamper of 15 to 25	3 00	3 25

WINNIPEG.

GREEN FRUITS & VEGETABLES. —Trade in green fruits and vegetables is quiet. Apple stocks are heavy with prices unchanged. Oranges are a little cheaper than at time of last review and Messina lemons are now on the market.

Messina lemons	....	7 00
Frozen cranberries	....	10 00
Malaga grapes, kegs	....	9 00
Navel oranges, case	4 50	5 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	10 00
Washington apples	1 50	2 25
Florida tomatoes, case	....	9 00
Ontario apples	4 00	5 50
Cranberries	....	14 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Valencia onions	....	2 00
Imported rhubarb, lb.	....	0 12
Strawberries, quart	....	0 50
Sauerkraut, lb.	....	0 04
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet potatoes, barrel	....	6 50

A REMEDY FOR FROSTED WINDOWS.

Chatham, Ont.—Feb. 13. — (Special) —"As a remedy for frosted windows, there's nothing I have found yet that quite equals the electric fan," remarked a merchant recently.

"I start the fan as soon as I come down to business in the morning. Inside of an hour the window is quite as clear as in the summer time. As I understand it, the circulating air keeps the chill air from striking the pane. To keep the air constantly moving, I have to keep one door to the window partly open all the time, which also prevents all the warm air from being pushed against the cold window.

"I have tried the plan at zero weather in previous years, and it has worked."

DEATH OF ALEXANDER TURNER.

Alex. Turner, president of James Turner & Co., wholesale grocers, Hamilton, Ont., is dead. Mr. Turner was injured last Friday in a peculiar manner. The wind caught an umbrella he was carrying and whirled him against a stone wall as he was going to the office. He sustained a serious injury on the head. The late Mr. Turner was born in Glasgow, Scotland, in 1831, and came to Hamilton in 1858 to start in the retail grocery business.

The Prince Albert Labor Temple Co., Prince Albert, Sask., has been formed to run a co-operative store. It will also build a labor temple. A similar concern is under contemplation in Winnipeg.

Figures on the Cost of Apples in West

Correspondent Claims That They Cannot be Laid Down in Winnipeg As Cheaply As Has Been Stated—His Figures Compared With Those of Government Commissioner—West Demands Good Quality In Fruit Above Everything Else—High Cost of Living Touched On.

By Geo. H. Measham, Winnipeg, Man.

The "dope" that has from time to time occupied space in one of the daily papers here on the apple trade, about which the said journal displayed its usual cock-sure ignorance, has recently been taken up in the Dominion House on evidence of J. A. Ruddick, dairy and cold storage commissioner.

Mr. Ruddick calculated the cost of laying down a barrel of apples at Winnipeg as follows:

Apples off the tree	$1.00
Barrel	.45
Picking and packing	.17
Freight	.80
Total cost per barrel laid down at Winnipeg	$2.42

To the above cost is added the distributing and common charges as follows:

Commission to buyer	19c
Commission to broker	12c
Retailer	50c
Total charges between producer and consumer	81c

Claims Figures Are Wrong.

This is apparently convinving, no doubt, but I do not think it is true. The fact is that apples of a quality to suit the requirements of the average consumer can not be laid down for any such figure.

If the West is paying a little higher for apples than it seems it should it is because Ontario let her apple trade go slack during the last ten years, and let the Western fruit growers capture a market that might have been her own.

Wants the Quality.

The West is not kicking about the price of apples to-day, but it has kicked and won't stand for poor quality. Consequently most of the wholesale fruit concerns will not handle anything but association packed fruit. They can then tell what they are selling; the retailer knows what he is selling, and the customer what he is buying.

At less than $4.00 a barrel the Winnipeg wholesaler cannot handle the cheapest of Ontario apples and give the grower anything worth calling a return. Mr. Ruddick gives 17 cents as cost of picking and packing; the real cost is $1.00. He gives freight at 80 cents. He should have put freight and drayage at $1.00.

Other Figures Presented.

The fixed charges before the fruit is in warehouse here are:

Cost of barrel	45c to 50c
Picking and packing	$1.00
Freight charges	1.00
Apples on tree	1.00
	$3.45—$3.50
Commission	.35
	$3.80— 3.85

This would be direct from the producer, and the commission charge of 10 per cent. is what the fruit exchange here handles stuff for.

But association packed apples, which are mostly sold here, cost $3.00 to $3.25 per barrel, to which may be added the freight charge of $1.00, so that selling at 4.00 is selling at cost. And as a matter of fact, some of the wholesalers have lost money on apples this year.

The fact that good apples are available at from $4.50 per barrel up to $5.60 at retail grocers does not mean any extravagant profit on a perishable product.

Purpose of Cost of Living Cry.

The fact is, these high cost of living experts who can't say anything too bad of the middleman, who has to carry them on his books half the time, are afraid to lay bare the spots where the disease exists. The retailer has frequently to sell at sharp advances to clear initial expenses. After doing that he becomes a thief if he wants just a little for his work.

The plain facts are high freight rates and exorbitant rents. Transportation concerns are getting too much blood out of the community, and everybody here knows it. Inflated real estate values are enriching the few at the expense of the most of the people.

I understand that a well known grocer here failed, not from lack of energy and ability, but from $600 a month rent. If some Eastern merchant would figure out what their monthly sales would have to be to cover that sum as an initial expense they would grasp what is meant by inflated real estate values.

Dowling & Thomas, grocers, Victoria, B.C., are dissolving, Mr. Dowling continuing.

Lenten Fish Sales Helped by Cold Weather

Wholesalers Pleased With Volume of Business Passing—Supply of Halibut Low in Montreal—Orders Coming Freely into This Market—Dry Cod Lines Easier — Situation Among the Atlantic Oyster Beds.

Lenten trade is off to good start and dealers seem well satisfied with amount of business passing. The cold weather coming just at beginning of this season did much to increase consumption of fish and for the past week the demand has been so great that supplies have been greatly reduced and in some lines almost exhausted.

Oyster trade continues brisk and has also been stimulated by Lenten season. A number of the smaller growers, particularly those depending on the New England trade, have closed down on account of the extreme warm weather for so long a time. Those who still have stocks will be somewhat aided by this cold spell, provided frosts do not become too severe. Larger concerns with greater number of boats and thus in less fear of loss through ice have been greatly aided by the colder snap.

MONTREAL.

FISH.—Cold weather coming just as it did with beginning of Lenten season has stimulated the consumption of fish and so great has been demand in past week that several lines are nearly exhausted. The supply of Halibut is all but gone and some wholesalers are striking it off the list altogether until the new catch comes in about the end of the month. The new catch will be much higher in price than frozen halibut as demand for this fish is so heavy that it will be some time till the supply is greater than the demand. The price of the frozen halibut has advanced to 13c on the local market and even at this high figure will not last for more than a few days at the most.

The business transacted so far this year is 30 per cent. more than that during the same period last year. On Saturday one firm shipped out five carloads of fish to outside points in small lots which speaks well for volume of business that is passing at this centre. Orders are coming in bunches and are quite large, in fact much larger than has been anticipated and prices remain firm with tendency upwards. The colder weather has fully restored the dealers' confidence and they are ordering supplies more freely and in larger quantities.

The trade in bulk oysters is much smaller than last week and will gradually diminsh from now on until beginning of season next fall. It might be interesting to state that one firm brought in about 700 barrels of shell oysters and fully as many in solids, since last October. This quantity means about ten carloads.

Smoked fish are stronger this week than last owing to heavy demand for fresh and frozen fish and shortage in those lines. With cold weather and this demand continuing it is more than probable that smoked fish will advance. Kippers are weaker than last week but otherwise prices remain same for smoked fish.

FRESH AND FROZEN.		
Flounders	....	0 05
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 14	0 15
Large herring, per 100	....	1 80
Market cod, cases, 250 lbs., per lb.	....	0 04
Less than case	....	0 04½
Smelts, fancy	....	0 12
Haddock	....	0 05
Halibut, per lb.	....	0 13
Herring, frozen, per 100 fish, medium	....	1 75
Mullets	0 06	0 07
Pike, dressed and headless, lb.	....	0 07
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 10
B. C. red salmon	....	0 10
Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 10
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed), bullheads, per lb.	....	0 10
Black Sea bass	....	0 12
Fancy bluefish	....	0 13
Fancy weakfish	....	0 10
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb....7, 8, 10, 11,		12
Dry pollock, 100 lb. bundles, per bundle		6 00
Shredded cod, 2 doz., in box, per box		1 80
Boneless strip cod, 30-lb. box		0 10
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs., No. 1		10 00
New Labrador herring, per hbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		1 75
No. 1 mackerel, half bbls.		8 50
Lake trout, kegs		7 00
No. 1 green haddock, per 200 lbs.	....	8 50
Salt eels, per lb.	....	0 06½
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Scotch herring, keg	....	1 10
Holland herring, bbl.	....	10 50
Holland herring, half bbl.	....	6 00
Holland herring, keg	....	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	7 00
SMOKED.		
Bloaters, box		1 00
Yarmouth bloaters, fancy, per box		1 10
Haddies, fancy, 15-lb. boxes, per lb.	0 06½	0 07
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.		0 22
Boneless smoked herring, 4 lb. boxes, per lb.		0 10
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60

TORONTO.

FISH.—Local fish dealers seem well satisfied with amount of business passing for Lenten season. Smoked lines hold very much the same. All dry cod lines are shade easier with tendency to decline. Labrador and all salt fish are selling well for Lent. Supplies are holding pretty welll just at moment, but prospects for future are none too bright. Sales in oysters continue good. Stocks coming in keep fine and readily command sales.

FROZEN FISH.		
Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	0 08	0 09
Sea herring, per 100	....	2 00
Lake Superior herring, per 100	....	3 50
Cod, per lb. straight	....	0 06
Haddock, per lb. straight	....	0 05
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	....	0 07
Pickerel, per lb. straight	....	0 09
Lake Erie herring, per lb. straight	....	0 06
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 50
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

ST. JOHN, N.B.

FISH.—Beginning of Lent saw increased sales in fish and dealers are well satisfied with way in which business

started afresh. Stock of fish was well up to the standard, staple lines of cod and haddock however being only fair as this is spawning time in the Fundy waters and a great supply is not looked for. Western halibut is still prime favorite and demand for this good. There is also a supply of cod to be had in the Kennebecasis river, and it is believed that the record in this connection was made this week when one man brought to the city a codfish weighing forty-two pounds which had been caught in a gaspereaux net.

WINNIPEG.

FISH.—The market here is well supplied for Lenten trade which is proving quite up to expectations. There are no changes in prices to report locally but an advance of 1 cent per lb. in Vancouver on Salmon indicates an advance here at time of last report, are now fairly plentiful.

Fish—

Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 09½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 68 0 75
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

THE EGG WOMEN'S MISTAKE.

Referring to the recent mistake made by the women of Philadelphia in placing eggs on the market for the benefit of speculators of questionable character, the Bulletin newspaper of that city says:—"The failure of feminine intuition to see through the plans of speculators in eggs before entering the scheme will readily be forgiven. Philadelphia consumers have been supplied with an average quality of storage eggs at a lower price than ordinarily would have prevailed at this time. True, the break would have come some time in the winter, and the relief of the overstocked market now will make it easier to maintain a fairly high price during the rest of the season. But the bargain counter is woman's pet delusion and delight, and she is never expected to delve into its finance or to appreciate just what is its relation to the general business of the year and the average of prices which must be maintained if business is to be profitable and invite capital and enterprise. But why blame the women? There are a lot of men claiming full endowment of reason, who seem to think that cheap prices are the solution of the cost of living problem."

The Hudson Bay Company will open a new store in Calgary, Alta., about May 1, next.

Improved Methods for Handling Oysters

The Oyster Must Live in Pure Water — Contaminated Water Not Conducive to Their Subsistence—Campaign of Education to Their Public—Cleanliness In Shipping—Shell Oysters to Come in Half Barrels.

Much has been said about the habits of the oyster, but still the general public are under the impression that oysters live and thrive under the same conditions as the clam. The real facts are that the oyster would smother in a few hours if placed on a clam bed.

The ideal oyster bed is a gravelly shore where the water is absolutely pure and where the oyster is protected to some extent from weather conditions. Oysters are quite partial to a sandy shore, but under no conditions do they thrive on mud or in thick murky water. The reason for this is soon apparent when you study the anatomy of an oyster. Every day gallons and gallons of water passes through the gills of an oyster and it is from this water that the oyster extracts the minute vegetable matter that is its only food and without which it would starve. As the gills of the oyster are very small, in fact, very similar to the pores on one's hand, one can readily see that the water must be very clear to pass through, for if it were thick and murky as it is around the outlets of sewers it would soon clog the gills and thus shut off the food supply.

Companies Combine to Educate the Public.

Some years ago the oyster companies got together and ran a series of educational articles in the various publications in the United States in an endeavor to cleanse the oyster industry of the odium that had attached itself to the industry from the publicity certain oyster beds had received, and which were condemned and rightly so. It is interesting to note that while this bed was condemned about eleven years ago and the conditions now are vastly improved in the beds themselves, an odium still clings to that brand of oysters. In order to get rid of this obstacle the oyster men are doing everything in their power to educate the consumer to the actual state of affairs existing at the oyster beds.

Guaranteeing Purity of Oysters.

The Board of Health of the town of Wellfleet, Mass., for instance, place upon all oyster consignments originating from the oyster beds of that town a certified statement setting forth that the waters wherein the contained oysters were grown and raised is absolutely free from contamination from sewage, drainage or any other source whatever. This Board of health has passed ordinances and regulations, which are rigidly enforced, prohibiting the drainage of any cesspool into any running water which empties into the water of Wellfleet Bay. No garbage can be thrown into these waters and all cesspools and closets have been removed from the Bay and its tributaries. All these precautions are taken to prevent the contamination of the waters wherein the oysters are raised and to insure their absolute purity. That such precautions as these are taken is not known to the public and the merchant who knows the exact conditions can sell more oysters than the merchant who does not familiarize himself with this end of the business.

Cleanliness in Shipping.

Oysters are handled with more care than any other fish intended for consumption as a food. Shell oysters are shipped into the Montreal market, for instance, in paper-lined barrels which keep the contents in perfect condition and entirely free from all contamination. The bulk oysters are sealed in tins and contain only the solid meat of the oyster itself. They are not swimming in water as in past years, but are packed in solids and sealed. Thus there is no chance for any dust or dirt to come in contact with them and they reach the consumer's plate just as wholesome and pure as the day they left the sea.

In the competition for cleanliness and purity of their products one company has even brought out a glass jar containing about a pint of oysters and which the writer has observed in many Montreal retail establishments.

Shell Oysters in Half Barrels and Bushels.

Beginning with next season, shell oysters will be marketed in half barrels and in bushel boxes. This will be a welcome innovation to many, as it is, at present, only possible to purchase shell oysters in barrel lots and as there are a good many dealers who cannot purchase in these quantities they are left out in the cold as far as the shell oyster business goes. Next season will also see many improvements in the matter of distribution as the great increase in the trade at this point demands better service than it has received in the past.

All this precaution given to the waters over the oyster beds, and all the care given to ensure cleanliness in marketing the oysters is a step in the right direction and it gives the wide awake dealer a great selling talk, for the public will purchase any article much quicker and in greater quantity when they know for a certainty that it is absolutely pure and wholesome.

Lack of Snow Affecting Trade Adversely

Operations in Lumber Camps Hampered, Causing Dulness in Flour and Cereals in Some Sections of Country—On Other Hand Balkan War Tends to Firmer Feeling—Colder Weather Aids Cereal Consumption.

The situation in both flour and cereals this week is one of marked dulness. Weather conditions have been unfavorable of late, and lack of snow throughout many parts of Canada has held up transportation in the country to such an extent that trade is suffering. Reports come from Northern Ontario and the Ottawa Valley stating that it is impossible to haul logs and the gangs are being taken out of the bush. Flour declined in Halifax lately, owing to same cause. With more snow, and opening of navigation, situation should be much bettered. On the other hand the Balkan war is again having an effect on flour market causing greater firmness on Chicago markets.

Trade in cereals and mill feeds has been dull during week, and stocks are piling up rapidly. One mill reports stocks in better condition than for long time.

MONTREAL.

FLOUR.—There is no change in flour situation which remains same as last week. Orders are still coming in from the local bakeries and these compose bulk of the trade which is passing at present. There is little demand for export flour, owing to high prices asked for ocean space. There will be little export flour moving till opening of navigation when things will liven up somewhat.

Volume of business passing is quite fair when season is taken into consideration. Prices remain same as last week with no changes anticipated.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

CEREALS.—Prices remain same as last week and trade is quiet. There is fair amount of trading being done, but not as much as was anticipated. With the colder weather more cereals should be consumed and trade should liven up some as result.

Cereals—		
Rolled oats, in 25 sack lots		$2 12½
Rolled oats, in single bag lots		2 22½
Standard oatmeal, in single bag lots		2 44
Granulated oatmeal, in single bag lots		2 44
Fine oatmeal, in single bag lots		2 41
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels		2 70
Hominy, in 98 lb. sacks		2 15
Cornmeal, in 98 lb. sacks		2 05
Rolled oats, in cotton sacks, 5c more.		

TORONTO.

FLOUR.—The wheat market has been holding pretty firm during past week. Slight fluctuations of ½ cent have taken place, but prices hold practically same as week ago. Flour holds firm with little likelihood of change. Big contracts are now all booked up, and domestic trade keeps pretty steady, although dull for season of year. Dulness in trade is giving splendid opportunity to mills to stock up, and now stocks are in fairly good shape.

Manitoba Wheat.		
1st patent, in car lots, per bbl.....	....	5 30
2nd patents, in car lots, per bbl.....	....	4 80
Strong bakers, in car lots, per bbl.....	....	4 60
Feed flour, in car ots, per ton	....	28 00
Flour in cotton sacks, 10c per barrel more.		

Winter Wheat.		
Fancy patents, domestic consumption...	4 85	5 15
Patents, 90 p.c., domestic consumption...	4 55	4 85
Straight roller, domestic consumption...	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Early in the week it was reported that the oat market was a little firmer and as result rolled oats have taken on a rather firmer tone. For export trade rolled oats went up 6d. per sack (280 lbs.) on Monday, but no change is expected here. Mills are now well supplied in all lines and stocks are reported in better shape than for long time. Trade keeps dull.

No ruffles appear in cornmeal this week. Trade is dull and orders small. Small quantities are moving out in good shape, but with plenty of corn in the South and a declining market here no one is buying heavily.

Rolled oats, small lots, 90 lb. sacks	....	2 22½
Rolled oats, 25 bags to car lots.....	....	2 12½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35½
Rolled wheat, small lots, 100-lb. bbls....	....	2 75
Rolled wheat, 5 barrel to car lots	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	....	1 80
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	....	1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Stocks of mill feed on hand are heavy and are moving out only slowly. Demand for bran is fair, but even in this, trade is dull. More snow and colder weather would do much to help conditions.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	....	25 00

WINNIPEG.

FLOUR AND CEREALS.—There is no change in flour prices and it is, judging from wheat future, probable that they will be steady for some time. There is a fair domestic trade and export prospects are improving.

Flour—		
Best patents, per bbl.	....	5 40
Seconds, per bbl.	....	4 80
Bakers', per bbl.	....	4 00
Rolled Oats—		
Rolled oats, 80 lbs.	....	1 90
Standard granulated, 98 lbs.	....	2 40
Cornmeal, sack, 98 lbs.	....	1 75
Wheat granules, 98 lbs.	....	2 65
Bales, 16s	....	3 08

NEW ZEALAND SHIPS EGGS TO ENGLAND.

Test Shipment Reaches London in Excellent Condition.

The Government of New Zealand is carrying out a novel experiment which has culminated quite successfully and is of wide import to the egg trade both in this country and abroad as it demonstrates that eggs can be shipped successfully across the seas.

About six weeks ago the test cases left New Zealand by steamer for London. They were kept in a temperature of 45 degrees Fahrenheit. The eggs were immediately subjected to analysis which showed that these eggs which had traveled over 6,000 miles could still be classed as "new laid." It is interesting to note that while the eggs were packed in cases of 300, very few were broken in transit. transit.

Lieut.-Colonel A. E. Labelle, of The St. Lawrence Flour Milling Co., Ltd., Montreal, was the guest of honor at a dinner given by members of the Chambre de Commerce in the Place Viger Hotel recently. The occasion was a celebration of the Colonel's appointment to the Harbor Commission of Montreal.

Produce & Provisions

Eastern Cold Snap Firmed Up Egg Market

Quite a Surprise Experienced Within Past Ten Days—Hens Not Laying so Well and Storage Stocks are Largely Depleted—New Zealand Butter Arriving on Eastern Canadian Markets—Provision Market Quite Firm With Advance in Lard in Some Places.

Again the egg market is big topic under discussion amongst wholesalers. This week instead of a further slump eggs have experienced a marked advance. Not only is the tone of market much firmer, but prices have been advanced on all sides. Storage eggs, last week offering for almost anything that could be got for them, have advanced a couple of cents. Pickled eggs none too firm yet are commanding only a low price, but even at that there is a marked improvement on last week's situation. It seems apparent that packers broke prices at wrong end of the season and now stocks have been too greatly reduced. The frosts of the past week have given new laids a slight set back but these will soon be coming along freely again. Prices in these have also been advanced.

Large quantities of New Zealand butter have been imported into the Canadian market during season, and more is still on road. Owing to superior quality of best Canadian butter, however, preference is still given to Canadian makes. Canadian butter has been offering in larger quantities of late than expected. Feed throughout the country is plentiful and generous feeding is keeping up milk supply. Prices on dairy butter are rather easier this week, but on creamery hold firm.

Lard continues to hold firm, with slight advance in prices. All smoked meats show general strength and a fair business is passing.

MONTREAL.

PROVISIONS.—Hogs are still scarce and are quoted at $9.25 to $9.50 per hundred on foot and $13 to $13.50 dressed. This high price for hogs demands that packers get more money for bacon and hams and prices quoted for smoked and cured meats this week are firm with strong upward tendency which will likely culminate in an advance before two weeks have passed.

Lard remains the same and is firm. There is quite a large volume of business being transacted with good demand for export meats which is a trifle larger than usual at this season of year. Prices remain same as last week but packers seem quite anxious to advance prices and are just waiting for some one to announce advance before same becomes general. They all seem to be afraid to make the break and are waiting for the other fellow to do it first.

Long clear bacon, heavy, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 13½
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 10
Breakfast bacon, English, boneless, per lb.	0 18½
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 15½
Picnic hams, 6 to 12 lbs.	0 13¼
Wiltshire bacon (50 lb. sides)	0 17½
Cottage rolls, small, about 4 lbs.	0 16½
Boiled ham, small, skinned, boneless	0 24
Hogs, live, per cwt.	9 25 9 50
Hogs, dressed, per cwt.	13 00 13 25
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 14¼
Cases, tins, each, 10 lbs., per lb.	0 14¾
Cases, tins, each 5 lbs., per lb.	0 15
Cases, tins, each 3 lbs., per lb.	0 15
Pails, wood, 20 lbs. net, per lb.	0 14½
Tubs, 50 lbs. net, per lb.	0 14⅜
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 15¼
Compound Lard—	
Boxes, 50 lbs., per lb.	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¼
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 09¾
Tierces, 375 lbs., per lb.	0 09½
One pound bricks, 60 lbs. to case	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	28 00
Heavy short cut clear pork, bbl.	27 50
Clear fat backs	28 00
Heavy flank pork, bbl.	28 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 15¼
Plate beef, barrel	None offered
Cooked Meats—	
Jellied tongue, 10 lb. open tins, per lb.	0 28
Headcheese, per lb.	0 10
English brawn, per lb.	0 12½
Jellied hock, 6 lb. tins, per tin	0 75
Cooked picked pigs feet (in vinegar), kits 25 lb., per lb.	0 07

EGGS.—Cold snap has sent the eggs sky-rocketing from their low level of last week. Quotations at time of writing are 35 to 37c for new laid. New laids were bringing 38c on Saturday but the prices quoted beginning of week are slightly lower. However, should the weather continue cold, price will advance, for supply of new laids will be diminished. Thermometer has been registering below zero here all last week. It is a well known fact that price of eggs for past few weeks has been too low and wholesalers will take advantage of present weather conditions to recoup some of their losses if possible. From every standpoint it looks like a shade higher prices and buying at present prices will be good should the weather continue steadily cold.

New laid eggs, per doz.	0 35	0 37
Selects	....	0 25
No. 1's	0 18	0 22

BUTTER.—Considerable New Zealand butter is coming on the local market. Nearly 1,500 packages arrived last week. This butter coming in has tendency to keep prices at present level, and there is no change from quotations of last week. There is rumor that another shipment of 1,500 packages of New Zealand butter has been received, but this could not be confirmed. The amount of business passing is normal and there is not much likelihood of any change soon.

Creamery blocks	....	0 30½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 28	0 28½

CHEESE.—Prices remain same, but there is a much firmer feeling in the market owing to the stronger tone of the London market during past week. It is most probable that should London market continue strong local market will advance in sympathy as stocks here are just about sufficient to take care of local trade.

Cheese—	New.	Old.
Large	0 14	0 14¼
Twin	0 14¾	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

POULTRY.—There is no change in prices quoted for poultry as supply is quite small and demand is not brisk, but still sufficient to absorb considerable more than is offered, yet not sufficient to boost prices.

Poultry, Dressed—		
Turkeys, per lb.	0 22	0 23
Ducks, per lb.	0 14	0 17
Chickens, per lb.	0 16	0 18
Fowls, per lb.	0 14	0 15
Geese, per lb.	0 13	0 14

HONEY.—Trade in this staple is quiet and prices remain steady.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—The provision market continues firm. A quiet steady everyday trade is passing with no special boost. Lard continues firm and this week prices have been advanced ¼ cent. All smoked meats are holding firm with fairly good demand. Hogs have been offering more freely during past week but large demand soon picks all up.

Smoked Meats—		
Light hams, per lb.	0 17	0 17½
Medium hams, per lb.	....	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13¾
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13¾
Lard, tierces, per lb.	0 13¾	0 14
Lard, tubs, per lb.	0 14¼	0 14½
Lard, pails, per lb.	0 14½	0 14¾
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, local	....	8 75
Live hogs, at country points	8 50	8 60
Dressed hogs	....	13 00

BUTTER.—Dairy butter is now offering in much larger quantities and prices locally have taken on a much easier turn this week. Creamery butter, none too plentiful at present, remains unchanged. Much more Canadian butter is being placed on market than year ago owing to abundance of feed throughout the country. Large importations from New Zealand are also helping to fill market. While season for highest prices in butter has not yet been reached, under present conditions an early advance seems very questionable.

	Per lb.	
Fresh creamery print	0 31	0 33
Creamery solids	0 29	0 30
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 22	0 23
Dairy solids	0 21	0 22

EGGS.—The egg market which for the past few weeks has been looking very dull has taken on a much better aspect this week and even prices have been advanced. One explanation given is that packers were foolish enough to break prices at the wrong season and stocks have been unloaded too freely. There is now a better demand for eggs and as new laids are not coming in in large enough quantities, storage eggs will have to be used to fill the shortage. Considerable range is given in prices both of storage and pickled. For pickled, one dealer is asking from 20 to 23 cents, while another dealer states that, "a man has to be a pretty good salesman to sell them wholesale at 15 to 16 cents." Fresh cracked eggs are bringing only from 10 to 12 cents, which is much lower than the price of pickled even at 15c.

Eggs—		
Strictly new laid, per doz.	0 30	0 31
Storage, per doz.	0 20	0 25
Pickled, per doz.	0 15	0 16

CHEESE.—Cheese keeps much the same with a little brighter prospect for future. Stocks are pretty well worked down and prices are holding very firm.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Quantities of dressed coming in now are small and demand is being met chiefly with storage stocks. Prices hold firm. Business is quiet.

Spring chicks, milk fed, lb.	0 18	0 20
Spring chickens, dressed, lb.	0 14	0 18
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 22	0 24
Geese, dressed	0 16	0 17

HONEY.—Clover honey continues to occupy foremost place on honey market. Business keeps good for season with marked firmness in prices.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

No Decline in the Canadian Dairy Industry

Canada's Dairy Commissioner Wrongly Reported When the Statement That it Was Declining Was Sent Out—As Much Increase in Decade as Any Similar Period—Exports, However, Have Decreased—Importance of Ice and Sweet Cream Trade.

Editor Canadian Grocer.—Since the holding of the Dairy Conventions at Kingston and Woodstock, in the early part of January, numerous paragraphs have appeared in the press commenting on the decline in our exports of dairy products and in most cases the decline is attributed to a decrease in production. As The Canadian Grocer is referred to in many of these paragraphs I take the liberty of sending you a typewritten copy of the address which I gave at these Conventions. It was on statements contained in this address that the newspaper paragraphs have been based.

You can imagine my surprise at being quoted all over the country as saying that the dairying industry was on the decline, when, as a matter of fact, my main argument was to show that the dairying industry was not declining, but that it has increased as much during the past ten years as during any other similar period in the history of the country. It is a fact that there was a decrease of 106,000 in the number of cows in Ontario from 1908 to 1911 but at the same time the output of cheese and creamery butter showed a considerable increase which proves that the average production per cow is increasing rapidly. I would be glad if you could make some use of this manuscript because I feel that my remarks at Kingston and Woodstock have been very much misrepresented. I think it would be unfortunate for farmers to get the opinion that dairying is declining. I cannot conceive of anything that would have greater influence and be more likely to cause many farmers to quit the business.

J. A. RUDDICK,
Dairy and Cold Storage Commissioner.
Ottawa, Feb. 4, 1913.

Dairying Not on Decline.

The following is the portion of the address to which Mr. Ruddick points particularly:—

"The decrease in our exports during recent years has led many people to think that the dairying industry in Canada is on the decline, or at best not making any progress. The farmers have been blamed in some quarters for their lack of enterprise. The governments have been urged to "do something" to have this so-called reproach removed from Canadian agriculture and so on. These are superficial views of the situation, and opposed to them I make the assertion that there **has been as much increase in milk production, taking Canada as a whole, during the past decade as there was during any other similar period in the history of the industry.** Our estimate of the situation is often wrong, because we fail to realize the quantity it takes to provide an increased population of say 2 and a half million people with milk and milk products, nor have we taken into account some new demands which have lately arisen.

"In one way or another Canadians are consuming between 30 and 40 million dollars worth a year more of dairy products than they did ten years ago.

Mr. Ruddick also points to the enormous increase in sweet cream consumption in the cities and towns and to the ice cream business during the past six or eight years. During 1912 the cream used in manufacture of ice cream in 24 cities throughout Canada was equivalent to nearly 2 million pounds of butter or over 4 million pounds of cheese. Add to this the sweet cream sold and there would be represented over 6 million pounds of butter or 13 million pounds of cheese.

A stove pipe in the general store of McKinnon Bros., Leslieville, Alta., was the cause of a serious fire there recently. The loss is placed at $6,000 with insurance of $3,000.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10. $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.
Potato Flour (finest) in 10c cartons, per doz., 90c.
Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream. In ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes. 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueleme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags. 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz....	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz....	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk....	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk.	5 15
Beaver Condensed Milk ...	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30
Presentation (with tumblers) 28c per lb.	

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

MacLaren's Imperial—	Ontario Prices Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

	Ontario prices per doz.
Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats. 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES.

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemon ade, St. Nicholas, 50 qts.	7 50

CASTILE SOAP.

"Le Soleil." 72 p.c. olive oil.

Case 12 lbs., 3-lb. bars, lb.	0 09
Case 25 lbs, 11-lb. bars, lb	0 08
Case 50 lbs. ¾-lb. bars, cs	3 75

"La Lune," 65 p.c. olive oil.

Case 12 lbs, 2½-lb. bars, lb	0 08½
Case 50 lbs, ¾-lb. bars, case	3 35

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett—	
Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins. ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25

Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09¾
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10¼
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

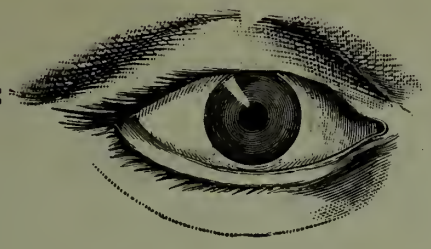
GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00



WE ARE THE EYE
Of the CANADIAN WEST

and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world—the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.
The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY

Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at $1.00 the dozen.

Established 1854.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

SCHNEIDER'S
HIGH GRADE
GERMAN SAUSAGE

Over 20 years of experience in the making of

German Quality Sausage

One of our specialties: **Pure Country Made Pork Sausage.**

Send for samples and our advertising proposition.

J. M. Schneider & Sons Limited.
High Grade German Sausage
Pork Packers

BERLIN, - - - ONTARIO

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.

Owen Sound, Ontario

TRACUZZI'S LEMONS

are very fine, try

"St. Nicholas"
"Home Guard"
"Puck" and
"Kicking"

They Always Satisfy

J. J. McCABE

Agent

Toronto, - Canada

Packaged SPICES

Retain full strength.
No deterioration by exposure.
More sanitary.
Easier to handle.
No loss in weighing.
Easier to sell.

HUGMAN'S

PURE **ENGLISH**

SPICES

Are absolutely pure, neatly packaged and attractively labelled, making a nice shelf stock.

Red Rose Baking Powder
Red Rose Flavorings
Brodie's British Plate Powder
Hugman's Cloudy Ammonia

We are open for agents for these lines.

A. W. HUGMAN, Limited, MONTREAL

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

Florida Ripe Tomatoes

1st Car of Season Due To-day

First-Class

California Oranges

We are in a position to supply finest quality FREE from FROST.

NAVELS—Picked before the Freeze, at moderate prices.

Lemons, Pineapples, Apples,

Sweet Potatoes, Etc.

WHITE & CO., LIMITED

TORONTO and HAMILTON

YOUR customers know of the freeze in California and that a great many oranges were frozen.

They also know that frozen oranges are not fit to eat.

When you can guarantee to give them

Sweet Juicy Oranges

that are absolutely

FREE FROM FROST

your sales will increase and repeat.

You can do this if you buy your supplies from us.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and NORTH BAY

Established 1861

Meats and Dairy Products

Elgin Brand

Carefully Selected Eggs

Elgin Brand on Meats stand for the highest quality obtainable, and Dairy products going through our hands are on an equal basis. We are exclusive distributors for "West Magdola Creamery Butter." Our Eggs are all carefully selected and handled.

Our Post Card Order Book will be a great aid to you in ordering.

Send for it to-day.

The St. Thomas Packing Co.,

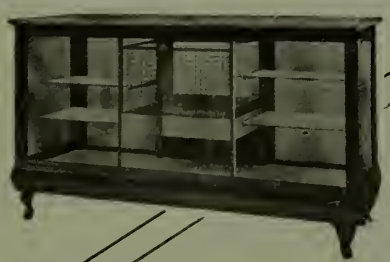
LIMITED

Pork Packers and Provision Merchants, Dealers in Butter. Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books



For Sanitary Display of all Perishable Goods

there is nothing that will take the place and give the service that you can get by using the

Silent Salesman Arctic Refrigerator

Our new 1913 designs and stock are ready. One or two of these salesmen in your store will add wonderfully to the appearance of your store and will keep perishable goods in a sanitary condition as well as giving them proper display. Send for New Catalog.

JOHN HILLOCK & CO., Limited

TORONTO, ONTARIO

AGENTS IN WEST:

J. UPRICHARD, - - - Regina, Sask.

J. D. BRACK & CO. - - Winnipeg, Man.

Won't Discolor Daintiest Fabrics

There are lots of soaps which to all intents and purposes are good cleansers. They remove dirt and clean perfectly, but in the end white fabrics become discolored and dainty colored fabrics become faded owing to the chemical action on the cloth and dyes. This is positively avoided when WONDERFUL SOAP is used. It is pure, and you will satisfy the most rigid demands of your customers if you sell them only WONDERFUL SOAP.

It is packed nicely, makes attractive displays and reaps good profits for you.

THE GUELPH SOAP COMPANY
GUELPH, ONTARIO

dust layer, a moth destroyer, a disinfectant, a labor saver, a floor polisher and carpet cleaner is

SOCLEAN

(The dustless Sweeping compound) original.

It is a good seller and profit maker. All the best dealers handle.

Soclean Limited

"The Originators of Dustless Sweeping"
TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS
SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS
Halifax, - N.S.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

Humpty Dumpty EGG CRATES

Carload just received from the Patentee---the Wholesale trade Supplied (and protected on price).

Walter Woods & Co.
HAMILTON and WINNIPEG

DON'T GUESS

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

Cane's Washboards

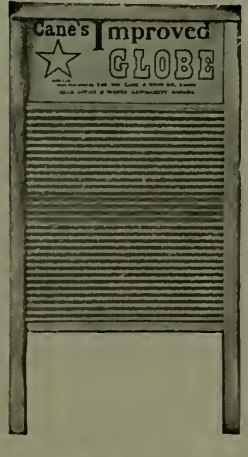
Are Good, Reliable Year-Round Sellers

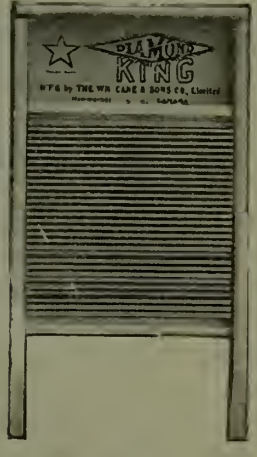
The neat construction, high quality and durability of Cane's Washboards makes them business builders wherever sold.

They are made in 13 different styles and grades so as to meet the price which your customer can afford.

Order from your jobber.

Write to-day for our catalogue on "Cane's Washday Woodenware."





The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

WORLD RENOWNED
C.F.St.&Co
BRAND STUHR.

STUHR'S
GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., HAMBURG.

Headquarters for Maple Flavor
We can supply anything wanted in Maple Flavor
We can quote BETTER PRICES than you are NOW PAYING
Be sure and ask us to quote—it's to YOUR ADVANTAGE
THOMAS HENDERSON
Manufacturing Chemist
86 FULTON ST., - NEW YORK

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

SUGGEST MAPLEINE

to your customers as a change of "Flavour." It can be used like lemon or vanilla.
It makes delicious table syrup when added to white sugar and water.
Order from your jobber or
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE. - WASH.

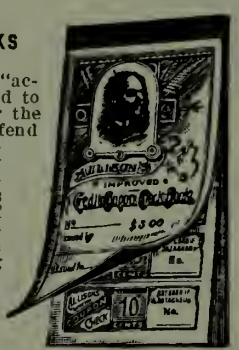
53 Highest Awards in Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are **Absolutely Pure** — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Reduce Credit Risks



The longer an "account" is allowed to run, the greater the risk. If you offend the credit customer you may lose both customer and his "account." If you let him go on you stand a chance of losing still more.

ALLISON
Coupon Books
reduce the risk because they enable you to hold the credit customer "in control." And they please the customer—that's a big thing.

HOW THEY WORK
A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.
For Sale By the Jobbing Trade Everywhere.
Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In
BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case.$4.20
Banner Condensed Milk, 4 doz. in case...$5.00

J. Malcolm & Son, St. George, Ont.

MATCHLESS LIQUID GLOSS

A Ready Seller

wherever a good polish can be used.

Makes dusting easy because it collects the dust instead of scattering it.

Tell your customers to try Matchless Liquid Gloss on linoleums and oil-cloths, too. It removes dirt and grease and brings back the original brightness. .

Put up in attractive lithographed tins, half-pint to five gallons: also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

THERE is no better Magnet to draw and hold the best trade in your neighborhood than

Chase & Sanborn's High Grade Coffees

CHASE & SANBORN

THE IMPORTERS - - MONTREAL

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:
Ontario and Quebec:
W. G. PATRICK & CO., Ltd., York Street, TORONTO
Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.

5. Uniformity of size.
6. Tasty, Nutrious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

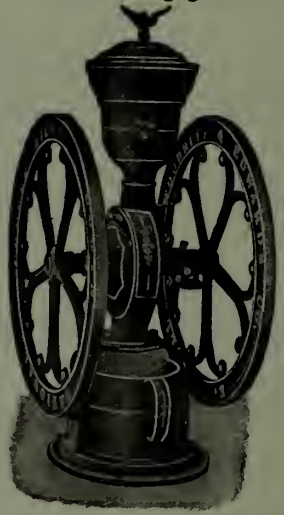
Hamilton, - Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; E. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards

CO.
ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington Street, E. Toronto
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver

Kindly mention this paper when writing to advertisers.

IN THE GOODS and IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines	Kippered Herring
¾ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

PURITY

is the first essential of a good flavoring extract.

Sterling Brand Flavors

are guaranteed absolutely pure, every process in their manufacture being carefully planned to ensure this.

They are made in all flavors, Vanilla, Raspberry, Strawberry, Lemon, etc., and have won their way in popular favor because of their superiority to other brands.

Shall we send you samples?

THE
T. A. Lytle Co.
LIMITED
Sterling Road, Toronto, Can.

Piquant, Appetizing and Delicious

PATERSON'S
Worcestershire
Sauce

The sauce for the best class of trade. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for profitableness and quick selling.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada **Buffalo, U.S.A.**

Have you ever photographed your Store Interior or Window?

You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others?

Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays, displays that you or your clerks have constructed.

You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it?

ADDRESS

THE EDITOR, The Canadian Grocer

143-149 University Ave. TORONTO

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

MISCELLANEOUS

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Your wholesaler can send our price list; if not, write direct. There's a good profit in these.

CRYSTALLIZED MAPLE GEMS

have proven their popularity with the trade. This is a dainty, toothsome confection, flavored with real sap. Packed in eighteen pound pails, price per pail, $2.70.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals **21 Royal Appointments**

PEEK, FREAN'S SHORTCAKE

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,

LONDON, ENGLAND

Have YOU ever tried to switch her from FIVE ROSES?

Thousands of grocers sell this flour simply because they *couldn't* make her change.

Who has lost sales thereby?

Not he who sells FIVE ROSES, Brother Grocer, since its sales have increased *faster* than the population.

Thus proving that not only does it hold your customers but gets *new* ones for you.

Why have the FIVE ROSES sales increased from 800 barrels to 11,500 since 1888, from 1600 bags to 23,000 bags every selling day?

Every woman has a different reason for sticking to FIVE ROSES—and it is all these reasons put together that have made FIVE ROSES the *best-selling* flour in Canada to-day.

Why should YOU row against the current? Why not make more flour sales with less trouble?

This flour is packed to suit your trade in barrels and halves, and in bags of 7, 14, 24, 49 and 98 lbs.

Won't YOU ask your jobber to-day, or write our nearest office?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"
Capacity, 11,500 bbls. Daily
MONTREAL

Five Roses Flour

Not Bleached — Not Blended

LAKE OF THE WOODS MILLING COMPANY KEEWATIN TRADE MARK REGISTERED

THIS IS THE 1,315th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, FEBRUARY 21, 1913 No. 8

Diamond Brand

Maple Syrup

"The quality brand," has that delicate sap flavor suggestive of the maple sugar camp. At this season of the year, when fruits are beginning to get scarce, maple syrup will be in big demand.

Get a stock of **Diamond Brand.** Do not experiment with "cheap" brands. The Canadian consumer wants the best, and is willing to pay for it.

Diamond Brand will ensure you satisfied customers and a large syrup business.

Sugars & Canners Limited
MONTREAL

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

ESTABLISHED 1884

MANUFACTURERS!

For Western Representatives we have pleasure in recommending

TEES & PERSSE, LIMITED

who have assisted us for many years in distributing

Durham Starch
St. Lawrence Starch
Canada Starch
Ivory Gloss Starch
Akron Starch
Bee Hive Corn Syrup

Their warehouses at

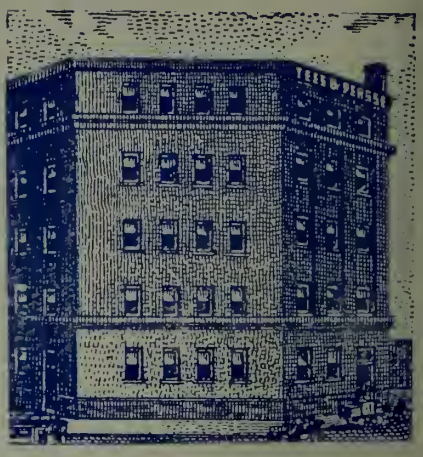
FORT WILLIAM
WINNIPEG
REGINA
MOOSE JAW
SASKATOON
CALGARY
EDMONTON

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

"From the Great Lakes to the Rockies,"

and all jobbers are canvassed daily.

St. Lawrence Starch Co., Limited
PORT CREDIT, ONTARIO



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

EDMONTON WAREHOUSE

Fish From Scotland

The "Tyne" Brand of canned Scotch fish has all the delicacy and richness of flavor of the feshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can.

The Shields Ice and Storage Company

are specialists in the packing of Scotch Fish —nothing can possibly be finer than their product, "The Tyne Brand." Their reputation has been made entirely on this one thing. It is their hobby to offer only the "best"—**and they do it.**

Arthur P. Tippet & Co., Agents

Montreal *Toronto*

The French Macaroni

The germ of the best wheat—the gluten—is the foundation on which the high quality of "CODOU" Macaroni rests. Added to this is the skill acquired by a life time of experience in manufacturing.

Made by Felix Codou

It is very delicate and tender. And there is a richness of flavor that makes it very toothsome. Beware of imitations. See that the name "Codou" is on every package.

Arthur P. Tippet & Co., Agents

Montreal *Toronto*

The Tea of "Distinction"

Your customers will like Red Rose Tea—no other tea will please them as well—no other tea will take its place—BECAUSE Red Rose Tea has distinctive qualities. It is largely composed of the fine teas of Northern India, which are generous in strength and richness. These, blended with the flavory teas of Ceylon, produce the distinctive qualities for which Red Rose is famed.

If you sell Red Rose Tea you are sure to hold and increase your tea business.

Head Office : ST. JOHN, N.B.
Western Branches:
Winnipeg, 156 Lombard St.
Calgary, 322-326 Ninth Ave. W.

T. H. Estabrooks Co., Limited
7 Front St. East, TORONTO

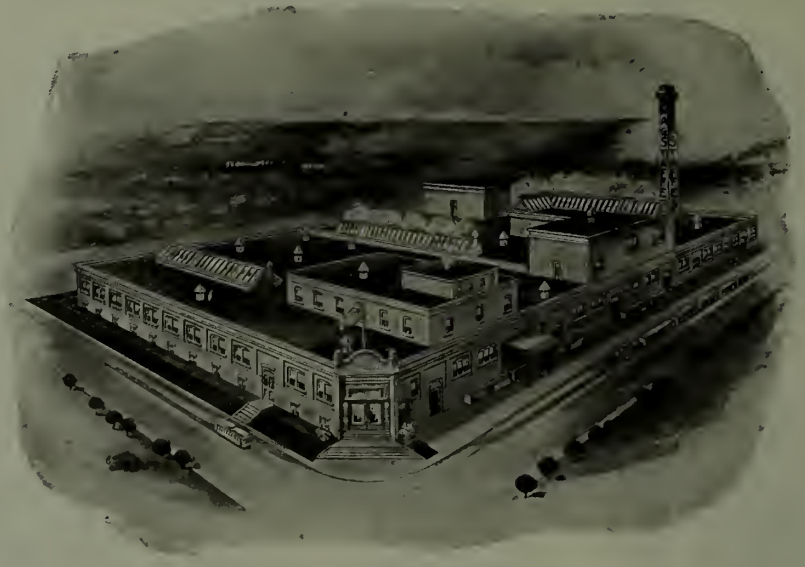
WAGSTAFFE LIMITED

NEW SEASON'S 1913

SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.



PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

For Quality in Milk Products Sell **BORDEN'S**

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(THE ORIGINAL)

(UNSWEETENED)

(WITH MILK AND SUGAR)

Are your patrons getting the best in Condensed and Evaporated Milk Products? Borden's have been Leaders of Quality for over 56 years and have received highest awards wherever exhibited.

Borden's for quality, purity and deliciousness.

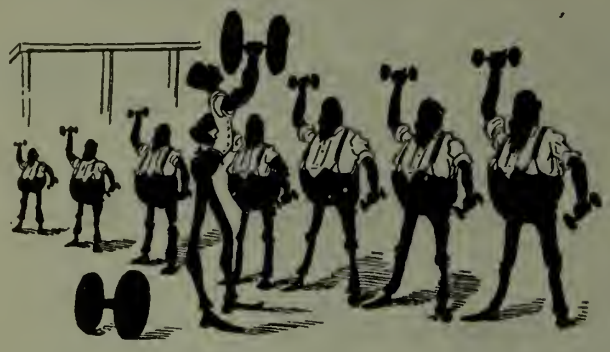
Borden's for big sales.

BORDEN MILK CO., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver



The strength of a business depends largely on the quality of goods you offer for sale. A line that is always up to the mark is the

Dominion Silent Match

Once tried always used. Remember it is your support we want, and you will benefit as much as us.

Dominion Match Co., Limited
Deseronto, Ontario

REPRESENTATIVES

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

We Are Telling the Public

through attractive street car, newspaper and magazine advertising of the distinctive quality and absolute purity of E.D.S. Jams, Jellies, Marmalades, Catsups, Drinks, etc. This will cause a big demand for which it will pay you well to keep a good supply.

When you sell E.D.S. fruit products you are offering food products of the highest standard for purity and flavor. E.D.S. Products by Government inspection have proven 100% PURE.

Replenish your stock at once.

Made only by

E. D. SMITH
WINONA, ONTARIO

AGENTS :—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

"SIMCOE" BAKED BEANS

The food value of Baked Beans as a Winter Food is well understood by Canadian housewives, and the dealer who sells "Simcoe" Baked Beans will make his business flourish to the fullest. "Simcoe" Baked Beans are the acme for quality and deliciousness.

They have largely taken the place of the home baked beans because they are thoroughly cooked without destroying their form, and the flavoring is much more even and rich.

Most improved scientific methods, best selected beans prepared by a special process and packed solid, either Plain or with Chili Sauce; the sauces used are prepared with exceeding care as to flavor and purity.

Dominion Canners, Limited

HAMILTON - CANADA

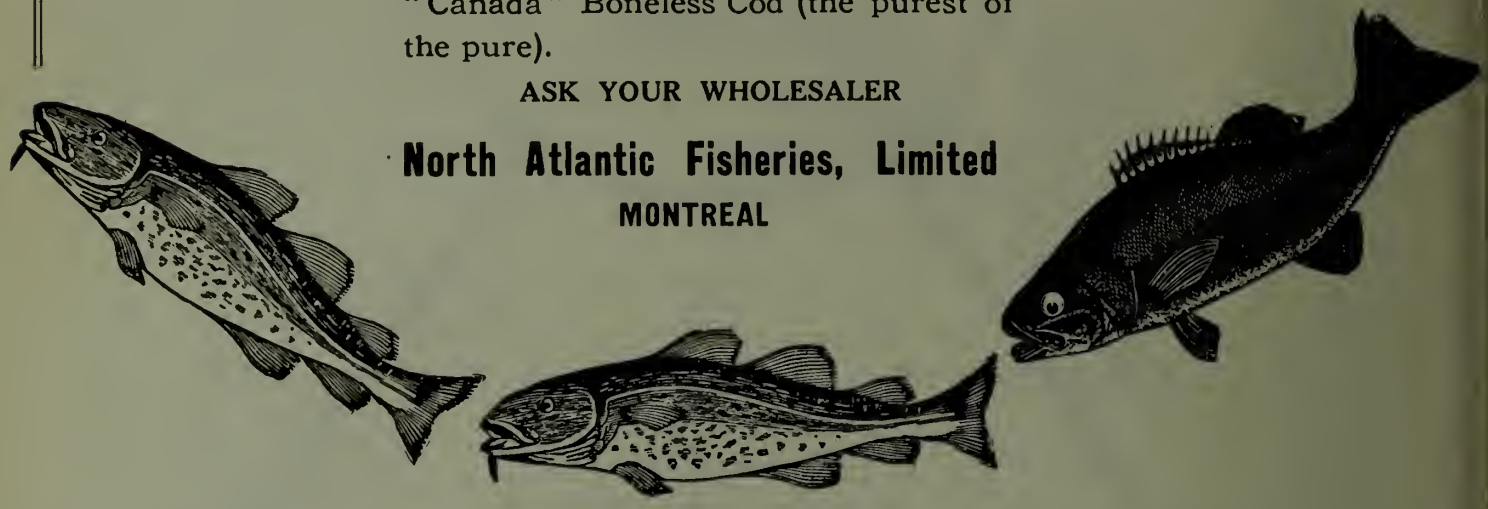
Fish Pull the Dollars in

during the Lenten season.

Full satisfaction and fullest profits if you feature "Ocean Brand" Haddies, Kippers, Bloaters, Boutilier's Fillets, "Canada" Boneless Cod (the purest of the pure).

ASK YOUR WHOLESALER

North Atlantic Fisheries, Limited
MONTREAL



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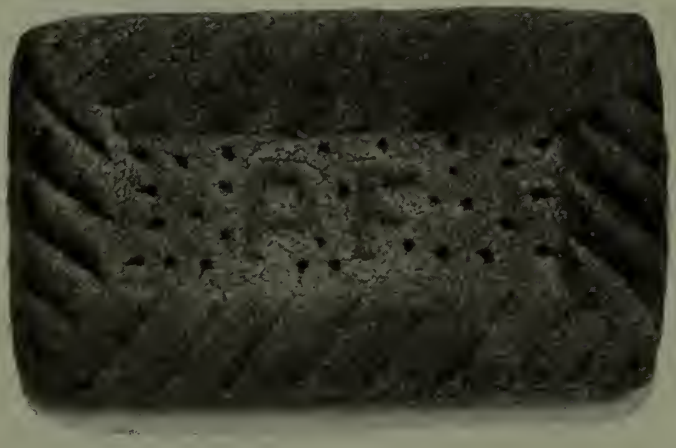

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New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

Clark's Pork and Beans

Your Own Experience

Mr. Grocer, is usually your safest guide in the selection of your stock in trade.

Upon YOUR OWN EXPERIENCE, Clark's are prepared to rely, confident in the assurance that you have always found CLARK'S PORK & BEANS to be a valuable adjunct to your business.

CLARK'S IDEAS are that PURITY and HIGH QUALITY are the most necessary attributes of prepared foodstuffs and that a well organized system of ADVERTISING is appreciated by the dealer as a material help to his trade.

CLARK'S EXPERIENCE is that careful attention to these essentials has resulted in a rapidly and ever increasing demand for CLARK'S PORK & BEANS.

Does your own experience coincide with Clark's?

We leave it to you to decide.

WM.

CLARK

MONTREAL

OLD MILL CANNED ... GOODS ...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES -	2's H. S.
RASPBERRIES -	2's H. S.
RED PITTED CHERRIES	2's H. S.
YELLOW PEACHES	2's H. S.
GALLON and No. 3 PIE PEACHES	
GOLDEN WAX BEANS	2's
REFUGEE BEANS	2's
GALLON APPLES	
GALLON RHUBARB	
TOMATOES -	3's
PUMPKIN -	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

THE
W. H. Merriman & Co.
WHOLESALE GROCERS and CANNERS
St. Catharines, :-: Ont.

You'll make better profits on

"NUT-LARD"

(Reg'd)

than on the lines that it substitutes

This is a delicious substitute for pork lard, oils, butter or any kind of grease used for cooking or baking purposes. You know that the profit on some of these lines is particularly small, and very often the sale of butter is unsatisfactory to yourself and expensive for the housewife, biscuit and confectionery makers.

"Nut-Lard" is a delicate vegetable product (100 p.c. pure fat) taken from the cocoanut. It is cheap and works more satisfactorily than any other lard, butter or oil, as well as being more digestible.

The profits are good. The saving to your patrons is large. Write to-day for prices.

Manufactured by
ROCCA, TASSY & DeROUX
MARSEILLES, FRANCE

Dominion Agent
J. Russell Murray
MONTREAL

THE NEW LOT

of marmalade that we have made from this season's crop of selected Seville oranges is very fine. We believe we have surpassed ourselves this time. The color is very rich and clear. And the flavor of

Shirriff's Scotch Marmalade

will make those who try one bottle eager for more. Shirriff's Marmalade has always been a good seller. The profits are sure and quick. Send in your order for some of this new lot.

Imperial Extract Co.
Toronto

Now is the time to push

OXO CUBES

EVERY DAY is a good day for OXO CUBES—but your customers need OXO CUBES and enjoy them most right now.

OXO CUBES mean hot beef drinks in a moment — warming, invigorating, nourishing beverages — just what young and old want when they come in from the cold. Thousands of OXO CUBES are used every day for this one purpose. Thousands more are used for preparing steaming Soups — tasty Broths — enriching Stews, Meat Pies, Hashes and other dishes.

One OXO Cube to -

A cup

READY IN A MINUTE

Now is the time for you Grocers to push the sales of OXO CUBES.

HOW'S YOUR STOCK? Plenty of the 50 and 100 cube tins on hand? as well as the 10c and 25c sizes? We'll ship by return if you wish.

Corneille David & Co.
Toronto, Montreal, Winnipeg, St. John, N.B.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and
ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
WALKER PATENTED -BINS-
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED -BINS-

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

When writing advertisers kindly mention having seen the advertisement in this paper

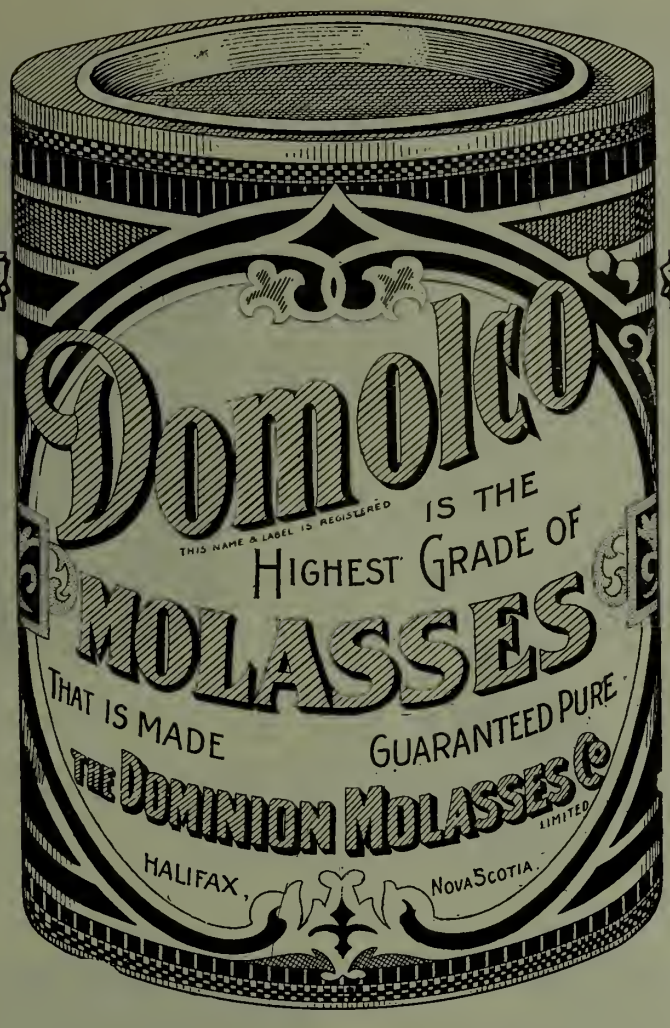
Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Delicious Pure and Wholesome



A High Grade Molasses

Note the registered label

The people will ask for it

THE TASTE THAT GROWS

Domolco is a high grade table molasses, especially delicious, pure and wholesome. It has a refined definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body builder.

We have spent and are spending a great deal of money in putting this molasses before the public—advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

The Dominion Molasses Co., Limited

HALIFAX, N. S.

"VOTES FOR WOMEN"

may be a pretty live issue in some parts of the world. But it is more than likely that the women of your locality are more interested in keeping house, and cooking for their families. To these women recommend

"GLOBE"
Macaroni and Vermicelli

made from best hard wheat with no maize or rice flour mixed in, making them absolutely pure.

They possess a quality which gives distinctive flavor.

You may expect a big demand for the "Globe" brand goods as soon as they are introduced.

The profit makes it worth your while.

Order from your jobber, or

D. SPINELLI & CO.
REGISTERED
Montreal, Quebec

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

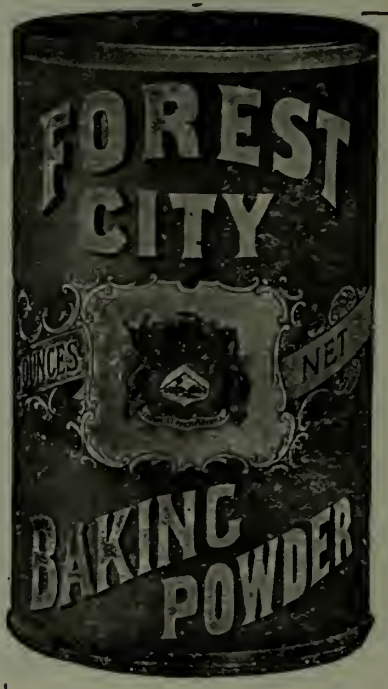
Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.



No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.
London, Ontario

Western Selling Agents:
Mason & Hickey, Winnipeg

Purnell's Pickles of Excellence

SAUCES THAT ARE SECOND TO NONE

The world-wide popularity of Purnell's Pickles and Sauces is hinged on their Purity. Only the best grade vegetables and ingredients are used in their manufacture, and the process employed in assembling them into the finest product, serve to produce an article of the utmost purity and of the finest possible flavor. You know Purnell's by reputation—do you know them personally and the benefit derived from their sale? Ask your wholesaler to-day for Purnell's Pure Food Products. These will increase your profits.

Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers

BRISTOL, ENGLAND

HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR :-: ONTARIO

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
	Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,
23, St. Mary Axe, London, E.C. (England)
Cables: "CHYLE, LONDON."
(A.B.C. Code, 5th Edition used.)

WEST IS A LONG WAY FROM EAST

If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered. Write us about your particular needs in this direction.

IT PAYS TO USE THE

REGINA STORAGE AND FORWARDING COMPANY
LIMITED REGINA

Keep a Good Stock

of Edwards' Soups this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised —they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to W. G. Patrick & Co., Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St., Montreal.
York St., Toronto.

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

RICE'S SALT

The Salt That People Ask You For

—the salt that stands for absolute purity and dependability for table and dairy use. Your first order is only a forerunner of your repeat orders.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

It will pay you to handle "STANDARD CONSOMME"

solidified in tubes

The Perfection of CLEAR-SOUP

None better on the Market.

Manufactured by

The Standard Food Co.

89 Westminster Bridge Rd., LONDON, Eng.

AGENTS:

Winnipeg: Buchanan & Gordon

Toronto: The Toronto-European Agencies, 122 Wellington St. West

PLAINLY STATED

You have in 'Camp' an article of established merit, one you can offer with perfect confidence, and one of unequalled power to bring and keep custom. Your stock is really not complete without you have

'Camp' Coffee

'Camp' in addition shows a substantial profit-margin.

Makers: R. Paterson & Sons, Ltd., Glasgow

"COW BRAND" Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber

CHURCH and DWIGHT

Limited

Manufacturers
MONTREAL

It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA - ONTARIO

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S.

Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

Tartan BRAND

THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597 3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**

THE McGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE McGREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

Selling Agents for Canada: KILGOUR BROS. 21-3 Wellington St. W., Toronto

O. P. McGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

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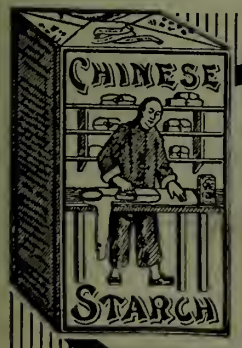

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For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

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The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

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The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

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KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
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There are no preservatives in this Milk.

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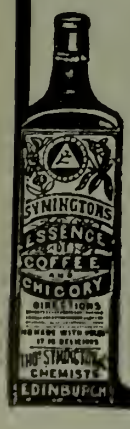

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accompanies the White Swan Trade Mark.

The following ingredients are used only in their purest form—

Phosphate Starch
Bi-carb. Soda

and are plainly printed on the label.

NO ALUM—NO AMMONIA

WHITE SWAN SPICES & CEREALS, Ltd.
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Our Advertising and Your Selling Powers

will do much in drawing trade for both of us. If you stock, display and recommend

WHITE SWAN BAKING POWDER

your sales and profits will advance rapidly. We have started a most convincing and extensive advertising campaign, which will create a widespread demand for all White Swan products.

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KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

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Agents for the Dominion of Canada

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Unequalled For Table and Cooking Purposes

Edwardsburg Crown Brand Pure Corn Syrup has no equal on the market for table and cooking purposes. It is less expensive, but is just as delicious and wholesome as clover honey. Crown Brand Corn Syrup gives an undeniably delicious touch to hot pancakes, muffins, hot tea biscuits, etc., and fills the usual late winter and spring requirements for a substitute for preserved fruits.

Order now.

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Montreal — Cardinal — Toronto — Brantford — Vancouver

The Ontario Law Governing Early Closing

An Answer to an Inquiry—Council Must Pass By-law if Three-Fourths of Any Particular Trade Demand it—How it Can be Repealed—Law Defining Course Dealer Must Take Who Carries More Than One Line—The Licensing of Transient Traders.

In the letter published in next column "Ontario Reader" asks two important questions, one dealing with the law governing Early Closing and the other Transient Traders. This information is of interest to all readers in Ontario, and the entire trade should be acquainted with same.

THE ONTARIO LAW GOVERNING EARLY CLOSING.

Editor Canadian Grocer: Please pardon the liberty I take in writing you for information, but as you are the only person I know of who is posted in these matters I thought I would write you.

Can the village council pass a by-law compelling all stores to close at a certain hour, say, seven p.m., providing all are agreeable except one or two?

Can the council pass a by-law compelling all peddlers to take out a license to peddle in the town; say men who come here from ——— and ——— selling tea from house to house? They contend here that a county license of $5.00 entitles them to do business in the towns as well as the townships.

If you would kindly answer these questions I would be very much obliged.

Ontario Reader.

Authority of the Council

The law regarding municipal by-laws as to closing of shops declares that any local council may by by-law require that during the whole or any part or parts of the year, all or any class or classes of shops within the municipality shall be closed, and remain closed on each or any day of the week at and during any time or hours between seven o'clock in the afternoon of any day and five o'clock of the forenoon of the next following day.

When Council Must Act.

Probably the most important section of the law is as follows:

"If any application is received or presented to a local council, praying for the passing of a by-law requiring the closing of any class or classes of shops within the municipality, and the council is satisfied that such application is signed by not less than three-fourths in number of the occupiers of shops within the municipality and belonging to the class or each of the classes to which such application relates, the council shall, within one month after the receipt or presentation of such application, pass a by-law giving effect to the said application and requiring all shops within the municipality, belonging to the class or classes specified in the application, to be closed during the period of the year and at the times and hours mentioned in that behalf in the application."

The usual method of procedure in such a case is to circulate a petition among the merchants whose businesses are affected, calling for early closing at a certain hour and if three-quarters of them sign, the council is in duty bound to grant their request.

Publicity Necessary.

Merchants having had the by-law passed should see that it is given proper publicity. This is up to the council as the clause from the Statutes herewith indicates:—

"Every such-by-law shall take effect at a date named therein, being not less than one or more than two weeks after the passing thereof, and shall before that date, be published in such manner as to the local council passing the by-law may appear best fitted to insure the publicity thereof."

Another clause from the Ontario Statutes deals with the repeal of an Early Closing by-law. It reads as follows:—

"If at any time it is made to appear to the satisfaction of a local council that more than one-third in number of the occupiers of shops to which any by-law passed by the council under the authority of subsection 3 of this section relates, or of any class of such shops, are opposed to the continuance of such by-law, the local council may repeal the said by-law, or may repeal the same in so far as it effects such class of shops as aforesaid, but any such repeal shall not affect the power of the council to thereafter pass another by-law under any of the provisions of this section."

Carrying More Than One Line.

A great deal of difficulty has heretofore been experienced as to the definition of a grocer. The claim has been made that if a retailer handles groceries at all, he comes under the act. Here is the clause relating to this phase of the question:—

"A shop in which trades of two or more classes are carried on, shall be closed for the purpose of all such trades at the hour at which it is by any such by-law required to be closed for the purpose of that one of such trades which is the principal trade carried on in said shop."

With regard to supplying an occupant of the premises with goods, this is permissible under the law. It is also permissible to supply any article required for immediate use by reason of any emergency arising from sickness or to supply an article to a steamboat or sailing vessel.

Transient Traders Law.

The councils of townships, towns and villages, and of cities having less than 100,000 inhabitants, and the Board of Commissioners of Police in cities having 100,000 inhabitants or more have authority under the law to attend to the following:—"For licensing, regulating and governing transient traders and other persons who occupy premises in the city, town, village, or township, for temporary periods, and whose names have not been duly entered on the assessment roll of the municipality in respect of income or personal property for the then current year; and who may offer goods or merchandise of any description for sale by auction, or in any other manner conducted by themselves or by a licensed auctioneer or otherwise;

"For requiring all transient traders who occupy premises in the municipality, and are not entered on the assessment roll or who may be entered for the first time on the assessment roll of such municipality, in respect of income or personal property, and who may offer goods or merchandise of any description for sale by auction, or in any other manner, conducted by themselves or by a

licensed auctioneer, or by their agent or otherwise, to pay a license fee before commencing to trade."

Can Fix License Fees.

Councils of townships cities, towns and villages have authority for fixing the sums to be paid for licenses required under by-laws passed under the first of the preceding clauses.

The Law reads:—

"For fixing the sums to be paid for licenses required under by-laws passed under the second of above clauses, not exceeding in cities and towns $250 and in other municipalities $100 for each license; and for providing that the sum so paid for a license shall be credited to the trader paying the same upon and on account of taxes for the unexpired portion of the then current year, as well as any subsequent taxes, should such trader remain in the municipality a sufficient time for taxes to become due and payable by him, and in any other event to be taken and used by the municipality as a portion of the license fund of such municipality;

"Provided, nevertheless, that the license fee imposed by any by-law of any village situate within any territorial district may be a sum not exceeding $200."

Almost 3000 Signatures to the Petitions

Secretary of Ontario R.G.A. Has Heard From Several Sources—Many Responses From Smaller Towns—Amendments to Ontario Garnishee Law and Dominion Scale Inspection Act Wanted—More Places Yet to Hear From.

Secretary W. C. Miller of the Ontario Retail Grocers' Association reports that signed petitions re amendments to The Garnishee Law and Scale Inspection Act are coming, two and three every day. Up to time of going to press no less than 1,550 Ontario merchants signed the petition regarding the Garnishee Law and 1,331 that in connection with the Scale Inspection Act. This means altogether 2,881 signatures to both.

So that readers may know the progress made in getting these petitions signed, The Grocer secured from Mr. Miller the names of the villages, towns and cities from which signatures have come and number attached to each signature. The list is as follows:—

	Garnishee Law Provincial.	Scale Inspection Dominion
Ingersoll	14	14
Woodstock	16	16
Tweed	19	14
Sequin Falls	1	1
Hanover	28	20
Carleton Place	57	40
Huntsville	9	8
Elmira	17	17
Walkerville	19	19
Allliston	11	11
Amherstburg	27	25
Mitchell	23	24
Inkerman	3	3
Port Elgin	26	23
Cannington	14	14
Wheatley	11	11
Stratford	38	36
Waterloo	21	22
Dutton	6	6
Kingsmill	1	1
Port Perry	16	13
Gananoque	7	7
Morrisburg	18	19
Chatham	21	21
Cherry Valley	1	1
Whitby	26	27
Napanee	10	10
Jarvis	16	17
Lorneville	1	1
Milton W.	35	21
Appin	5	5
Brantford	206	77
St. Mary's	17	13
Middlesex County	11	11
Barrie	46	45
Norwich	13	15
Bailleboro	2	2
Brighton	13	13
Coe Hill	7	7
Winchester	9	9
Parry Sound	20	22
Steelton	44	43
Atwood	15	15
Lynden	6	5
Essex	31	30
Meaford	45	26
Bell River	7	7
Wroxeter	10	12
Colborne	9	9
Ripley	22	18
Hastings	17	16
Kingston	33	34
Blythwood	1	1
Norwich	1	1
Hamilton	168	169
London	121	118
Hespeler	34	34
Tillsonburg	11	11
Ayr	16	16
Paris	34	20
Orono	14	15
Campbellford	44	44
Bethany	6	6
Totals	1550	1331

This means that at least 1,550 of Ontario merchants want to see the Garnishee limit reduced from $25 to $10 and 1,331 want the federal government to pay for inspection of scales. The Toronto petitions are not included in these figures.

To ARTHUR BOUTILIER, president and manager of North Atlantic Fisheries, Limited, Halifax, N.S. Mr. Boutilier was born February 26, 1875 in Halifax County. His first business position was in the office of J. A. Leaman & Co., wholesale and retail butchers, Halifax, and next as bookkeeper for Fader & Co., fish merchants. In 1901 he entered business for himself as buyer and shipper of fish and in 1905 organized the Halifax Cold Storage Co. and was made its president. This company was re-organized in August, 1912, into the North Atlantic Fisheries, Limited, when Mr. Boutilier became president and general manager.

Following items are from Canadian Grocer of Feb. 24, 1893:—

"Flour is lower in Hamilton than it has been for twenty years, and many citizens think the bakers should reduce the price of bread. The best flour made there is $3.20 a barrel, 80c less than this time last year. Bread sells at 10c per four pound loaf."

Editorial Note.—This is certainly a low price for flour considering present quotations. Our Toronto market quotations to-day show first patents, Manitoba wheat flour at $5.30.

• • •

"Evaporated Apples.—Stocks of these are also pretty well cleaned out. There does not seem to be any demand and prices are unchanged at 8 to 8½c."

Editorial Note.—Above is from a market report in issue of Feb. 24, 1893. It shows that evaporated apples were dearer then than now as price is down to 7 and 7½c.

• • •

"The last car lots of dressed hogs of the season were received in Montreal this week, and are held at $8.75."

Editorial Note.—Dressed hogs on Montreal market to-day are $4.00, live weight being $9.75.

The Codville Co., Western wholesale grocers, are enlarging their warehouse at Moose Jaw, Sask.

An attractive fruit and nut window which could be used effectively now in selling off nuts in shell, Malaga grapes, apples, etc.

A Fruit and Nut Display

An attractive fruit window is always a good business getter. This is because of its power to create a craving for the goods shown. A fruit window is, in fact, always sure of making sales if it has any merit whatever, but the more attractive it is, the more sales will be made.

The accompanying illustration shows a neatly made trim. It was arranged by F. Grinyer, Yonge and Erskine streets, North Toronto. Mr. Grinyer is an Old Countryman who until eight or ten months ago was a clerk with a Toronto grocer before he went into business for himself. He pays special attention to the display of goods because he has long since been convinced of the value in returns of a well-dressed window or store interior.

This fruit window is simply but very effectively dressed with fruits and nuts. Foliage and grapes are used as decorative rounding out a striking trim. In the centre at the rear is a basket of cranberries, the basket being trimmed with fine excelsior. On either side are pyramids of canned pears, flanked by baskets of oranges. In the front, blocked off in squares are shown apples, oranges, grapefruit, and various kinds of nuts.

Dealers who are anxious to move off remainder of nuts in shell would be well advised in using a good window display just now. The same would apply to Malaga grapes as season for these is pretty well over. The window should never be idle and it is doing most effective work when moving off perishable goods or goods whose season is on the wane.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, FEB. 21, 1913

ANXIOUS ABOUT PARCELS POST.

What is the retail trade throughout the country going to do about Parcels Post? Almost every day someone in parliament or small daily newspaper advocates this system for Canada. The government is practically being forced to do something and eventually will, unless the opposition from the merchants of Canada is strong enough to offset the efforts of those anxious to see Parcels Post established.

Merchants throughout Ontario are becoming aroused, as is evidenced by the fact that several have written the secretary of the Ontario Retail Grocers Association wanting to know what is going to be done about it. They are anxious to see the Scale Inspection Act amended, and the Garnishee Law changed so that debts can be more easily collected, but from the tone of many letters they are more interested in offsetting Parcels Post.

This is likely to be one of the questions taken up at the annual meeting of the Ontario R.G.A. The trade is not so much opposed to the principle of Parcels Post as to the effect it will have on the country as a whole. Conditions here are great deal different from those in the Old Country and any injury caused the retail dealers throughout Canada is going to adversely affect the standing of the towns and villages in which those dealers are located.

The second of The Grocer's series of articles on Parcels Post will appear in next week's issue.

STAMPING NEW ZEALAND BUTTER.

In view of the fact that New Zealand butter is being sold in Canada, the trade should be acquainted with the fact that the country of origin must be mentioned on the label.

The Dominion Inspection and Sale Act has the following re this:—

"No person shall sell, offer, expose or hold in possession for sale, any cheese or butter which is produced in any foreign country, unless the name of the country where such cheese or butter was produced is branded, stamped or marked in a legible manner upon the outside of every box or package which contains the same, in letters not less than three-eighths of an inch high and one-quarter of an inch wide."

It would be well for those dealers handling this butter to see that the law is complied with. New Zealand exporters cannot be expected to know Canadian regulations and they should be advised of this law.

EXPENSIVE STOCK ARRANGEMENT.

All other conditions being equal, the grocer who arranges his stock in a systematic manner with the view of placing each article where its accessibility is according to the ratio of its demand, has a decided advantage over his competitors who arrange stocks in a hap-hazard manner. With a neat, tasty arrangement of the stock the up-to-date dealer will be able to sell more goods and the systematic arrangement will save much lost motion, thus increasing the dealer's profit very materially.

The importance of the stock arrangement in the success or failure of any grocery was forcibly driven home by the arrangement in a grocery visited the other day by a Grocer representative. Displayed in a prominent place on one counter, was an arrangement of the following goods:—Codfish, cream cheese, toilet soap, and canned herring. This display occupied a space of about fourteen inches and all the articles were placed tight against the others so that the codfish would have an excellent chance to taint the cheam cheese, and the toilet soap could easily spoil both the cheese and the codfish. Here was a display that would cause the dealer a lot of complaints and the loss from spoiled goods from arrangements like this would amount to a considerable figure by the end of the year. Great care should be exercised in arranging the stock and the displays to place those goods that are liable to taint or spoil other goods in a place by themselves or where they will have no chance of affecting other goods. Soap is often a very prolific source of loss as it will taint goods very quickly and great care should be taken to keep soap where it will have no chance to do harm.

The arrangement of the stock on the shelves was a peculiar one in the store in question and showed that system was an unknown quantity. One brand of canned soups was seen on four different shelves, each display of which was some distance from the other. A certain cleaning powder was prominently displayed at the front while the stock was carried on five different shelves in various parts of the store. Corn syrup and molasses in tins, were found on three different shelves and there was no sequence in the arrangement of the stock.

Each clerk was compelled to carry in his mind a map of the arrangement of the stock and when an article was called for the clerk had to think where he last saw that particular article and then go out on a hunt to locate it, thus losing considerable time in filling the wants of customers.

How much this poor arrangement of the stock cost this grocer every day would be hard to compute as it is difficult to estimate the effect on the customer, but a conservative estimate of the daily loss in this store from the waste motion due to the stock arrangement would be three dollars. It is quite probable that with modern equipment and proper arrangement of stock more business could be handled with less hired help.

THE PAPER THAT SERVES ITS FIELD.

The Canadian Grocer's attention was recently drawn to an article appearing in another paper going to a portion of the grocery trade in Canada which was largely taken from this paper without any credit having been given. As a matter of fact a cut appeared in connection with the article, which was indeed very similar to the one The Canadian Grocer had used—it was actually in the handwriting of a member of our editorial staff. This meant it had been cut from The Grocer and a new engraving made from it. Yet there was no credit given us.

This instance exemplifies the difference between a trade newspaper serving its field properly by securing the best practical and original matter available, and one which has to depend on clipped matter from other mediums.

The Grocer could easily turn out a paper with the same amount of reading matter at one quarter the cost, if the editorial department was at all adept with the scissors. But if there is one thing more than another upon which we insist it is that our readers get original, practical suggestions on live business topics. If an article from another publication is deemed worthy of reproduction, then it is The Grocer's claim, that the source deserves recognition.

BUTTER IN A SOAP BOX.

A retail dealer in one of the large cities calls the attention of The Grocer to a bit of carelessness on the part of a country shipper of butter which caused considerable loss and annoyance. The butter was sent in by a northern country merchant in a soap box. Naturally the contents were badly contaminated by the odor of the soap, and were unfit for use.

If the shipper's attention were called to this, he would probably blame it all on the delivery boy who had not properly carried out his instructions. Nevertheless it shows what the lack of system and care result in. Here was a box of good butter worth probably $4 or $5 rendered unfit for use through neglect of the use of a little foresight on the part of somebody.

In the case of butter, all dealers should remember that it has the faculty of taking to itself odors of other goods which readily impart same. This exchange of odors, is, in fact, one of the lessons to be learned by every merchant in the trade. The man who has come up through the clerk stage to proprietor is, of course, familiar with such things but the new dealer not accustomed to groceries is likely to be sometime taught a dear lesson if he is not careful.

BEWARE OF THE CONFIDENCE MAN.

Every man in the retail business is more or less subject to attacks from what is commonly called the "confidence" men. So much so has this been the case, that merchants have been lately insisting more and more on making sure before they take the jump.

In Western Ontario a new case of alleged false pretences has arisen in which merchants claim to be the victims. They were called on some time ago and asked to take advertising space in a board to be placed in a theatre. Some accepted and paid over their $5, more or less, according to the size of the space. It is now claimed that the party in question had no authority from the theatre manager to do this business, and he has been arrested.

The advice given by an old grocer some time ago to the writer is worth while everyone's consideration. "Do all the business you can with men of standing, men whose reputations have been established beyond a doubt," he said, "and never take a stranger at his word." This man insists on knowing the ins and outs of everything before he parts with his money. He is not averse to spending a two-cent stamp to determine the existence of an alleged person or manufacturer and he never signs an order or a paper before he reads it.

LOSS OF 25,000 CARS.

It will be some time before the exact extent of the damage to the California orange crop will be fully known. That is has been great is evident.

The California Fruit Grower states that there are a great many oranges left in Southern California that are perfectly good and sweet and full of juice and just the 'same as if nothing had happened.' On the other hand, there are a great many—and vastly more of them—which are good for nothing since the freeze. While the salvage in a matter of this sort is very difficult to arrive at, and it is very hard to say now just what the future shipments out of the present crop will be, the estimates of the various interests seem to be rather agreed upon 6,000 cars, or perhaps a little more, of oranges yet to go. This would make the total shipments of oranges from Southern California but about 11,000 cars for this season, as against preliminary estimates of the Exchange just before the freeze of 36,000 cars, or a loss of say 25,000 cars of oranges.

EDITORIAL NOTES.

A salesman who understands his goods can sell more.

* * *

Butter is out of its element when placed in a soap box.

* * *

Evaporation is the cause of much loss. It is one of the Leaks that should be bottled up.

* * *

Is 20 per cent. on sales too high a margin on sugar? Read Henry Johnson's opinion in this issue.

* * *

February is passing rapidly. Cold weather lines should be given the preference while winter lasts.

* * *

It seems that nothing can prevent the downward tendency to the egg market. The hens simply will lay.

* * *

The conservation of motion is going to be one of the biggest scientific studies of the twentieth century.

* * *

In signing the petitions re Scale Inspection and Garnishee Law Amendments or any other position, the signature should be in ink.

* * *

It cost a merchant near Edmonton, Alta., $200 for one kiss. This is one of the 'Leaks in the Grocery Store' that evidently should be avoided.

* * *

That more cheese can be sold the more is known about it, is shown by the experience of a Montreal grocer, Mr. Turgeon. His suggestions are worth considering.

* * *

The only sure way to figure profits is on the selling price or turnover. Calculate them on the invoice cost and there are sure to be miscalculations in profits at end of the year.

What Should the Margin on Sugar Be?

Is 20 Per Cent. an Unnatural Gross Profit?—Can Sugar Be Sold at 10 Per Cent. Advance and Make Money?—An Interesting Discussion on an Old Problem—Writer Maintains that Margins Must Inevitably Be Different, Depending on Quantity Sold and Expense in Selling.

By Henry Johnson, Jr.

I again refer to Utopia, but not in any flippant way. I was a bit playful when first I so characterized the account written from that town. I only continue to so call it to avoid confusion. For there is certainly nothing that appears chimerical about what my friend has written. He gives us plenty to think about.

In saying that "the men who do not follow our prices are not big enough to do a particle of damage," is my friend not treading on dangerous ground? This may be true—NOW—but will it always be true? If no competitor is capable enough to draw away your trade through the medium of lower prices and if for that reason you get prices which are abnormally high, are you not preparing an easy way for some more able competition to come in later on?

There is a slight suggestion of "the lion and the mouse" about this part of his communication. That is why I refer to it merely in passing. For we have presently more important things to consider.

The Unnatural Margin.

I said that the margin of 20 per cent. and over on sugar was an unnatural margin; but this was not, as my friend asks, "only because it is not customary." It is unnatural because sugar can readily be handled on a margin much smaller than 20 per cent. gross and leave a nice net profit over.

I know this not so much by experience as from deduction. A friend of mine in the wholesale grocery business tells me that he could readily do an exclusive sugar business on 2 per cent. gross margin and make money. Yet it costs him over 7 per cent., in simple expenses, to do a general wholesale grocery business. This seems to me clearly to indicate that the cost of handling sugar is very low; and then I go to my own experience thus:

I buy from $50 to $200 worth at a time. I have not carried what might be called a stock of sugar for over 15 years. This because I have learned that no man can tell anything about sugar. It may be the normal season for an advance or a decline—but nobody can tell anything about what it will do. Witness the present season, when any of us might have been tempted to carry liberal supplies any time since last November—and he would have suffered continual shrinkage to such an extent that even a considerably augmented value later on would scarcely recoup his loss. So I have steadily adhered to what seems to me the one certain plan with sugar. I have bought from hand to mouth only, never carried stocks, and have enjoyed my discounts and my steady, normal margin all the time.

When Bill is Discounted.

In this way my supply is sold in from one to ten days time—so I have no investment in it whatever. I discount the bill AFTER THE GOODS ARE SOLD, so I get the 18 per cent. per annum, as the banker does, on the other fellow's money.

I get around 10 per cent. as sugar is sold in lots of 5 and 20 pounds, and 5 to 6 per cent. when it is sold in bags. Thus, to-day, I get 10½c for handling the 20 pound bag and that proportion on the 10s and 5s; and the gross margin on the bag averages 25c or better.

So sugar would seem to be an article I do not buy and sell, but one on which I am paid a handling commission; and I think I should much rather buy, sell and deliver 100 lb. bag for 25c, even though that is only 5 per cent., than this:

I buy, pay for, store and sell hominy. It costs me 2¼c a pound laid in. I sell it for 5 c. The gross margin is 53 per cent. If I sell 10 pounds it goes for 45c, and the margin is 50 per cent. I sell 25 pounds for $1.00—and the gross margin is 43¾ per cent. This looks fine and is a good thing; but here is what happens:

I have an order this morning for 1 pound—total gross margin, 2¾c. Another article goes along which is not suitable and must come back. Thus I am paid 2¾c. If this had been 20 lbs. sugar, I should have had 10½c for my service. Then, again, hominy is for the few old-fashioned people and therefore is a very slow seller. Likely as not we shall have some left in the spring and it will get weevily and be lost. Then the total winter's business will not exceed, probably, $25 in sales; and it will all take lots of time.

Maintains Margins Should Vary.

The variation in margin is right, proper, justifiable. The circumstances in my opinion, render the 43¾ to 55 per cent. normal and natural on the hominy and the 5 to 10 per cent. normal and natural on the sugar. Things must be analyzed this way, or we might as well conclude that, because 55 per cent. is not excessive on hominy, 55 per cent. is natural on sugar.

My sugar is handled rapidly, in quantity, weighed automatically so that we get back what we pay for, and there is no loss through spoilage, sampling or other deterioration. Candy moves slowly, is frequently weighed at time of sale by unskilful girls, so there is much overweight on any kind of scale, it is open to heavy sampling and much eating by the help, it deteriorates considerably and rapidly. Thus 20 per cent. is abnormal on sugar, but 40 per cent. is insufficient on candy.

Economics.

True economics is the science of giving each factor its just and equitable share and return for investment and service—and no more. Its rules are as rigid, albeit we do not always know what they are in a given case, as the laws of physics—which we also do not always know. We know well that if we swing a pail of water upward and over our head with a sufficiently rapid motion, the water will remain in the pail, practically at "level." We also know that if we invert the pail and hold it inverted over our head, without the ',swing" which gives it centrifugal force, we shall get wet—very wet, indeed. Economic laws are just as inevitable as physical laws; and it is our business to try to follow them, to the end that our calculations be sound and our results certain.

It is unsound to charge more for a service than is just and equitable—not true economics; hence weakness, and weakness should be done away with in any business, man, animal, or plan, or each or any of them will prove to be failures.

A business built on true economics is as the house founded on the rock—wind (hot air or otherwise) and storm (of competition) and water (in the prunes or the finances) shall not prevail against it; but one founded on excessive margins, wind and water as aforesaid, will go

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

down before the storm of competition sooner or later—you cannot get away from that.

No Controversy.

Now, neither am I controversial. The more I think and study over these things the more do I have Newton's feelings: that I am as a little child picking up pebbles on the shores of the Great Ocean of Truth and I despair of being able ever to tackle a real boulder. So we must all of us just gather the little crumbs of knowledge and endeavor to apply them with all the help each can give the others.

The straw which seems to show the drift of the wind out in that prairie country whence comes this letter is this: "To me (I have just returned after five years' absence)——ton seems to have lost some country trade."

This may not be serious. It may amount to nothing. But I fear that it is the little cloud, "no bigger than a man's hand," about which they know in that same country, and for which they all have such a profound respect. To carry the metaphor just a bit further, perhaps we may say that taking 20 per cent. on sugar is sowing the wind from which we shall later reap the whirlwind.

But now my limit is again reached and I have by no means exhausted the scope of this last wonderful letter; so I shall have to "continue in my next." Meantime, I shall be delighted to have further and wider comments.

Proper Handling of Cheese Sells More

Suggestions and Advice From a Montreal Dealer Who Specializes On This Line—Effect of Too Much Moisture—How a Display of Cream Cheese, Backed Up By Neat Show Card, Increased Sales 300 Per Cent.—Parchment Paper Suggested for Wrapping.

Fifteen years ago J. A. Turgeon entered the employ of one of the largest retail grocery stores in Eastern Canada, if not in the whole Dominion, and two years later was promoted to chief of the cheese department, where for nine years he served the many patrons of this large store with the thirty odd varieties of cheese. About four years ago Mr. Turgeon left the employ of that firm to go into business for himself at the corner of Victoria Street and Burnside Place, Montreal. He has there put to practical use the experience and knowledge gained while in the employ of this large retail concern. The amount of cheese handled by this firm is certainly enormous, and many orders are received here from some of the most exclusive clubs in the United States and Canada, for this firm makes a specialty of handling nothing but the very best cheese that can be obtained. By placing this department in the charge of capable men and catering to the individual tastes of each customer this firm has built up an enviable trade in their cheese department as well as in the other lines which they handle.

Displaying the Cheese.

"A good display of cheese will always attract attention, and if the proper care is given to the arrangement it will greatly increase the sales of cheese in any store," said Mr. Turgeon. "Cheese should be displayed on a marble-topped counter or table, and, if it is possible to obtain a plate-glass top, this would be preferable, as it does not absorb the grease and oil as does a marble top. By using such a counter the dealer is able to keep the goods more cleanly, and the display shows up to better advantage. Care should be taken to keep everything spotlessly clean, for thus you add greatly to the effectiveness of the display, as nothing appeals more to the customer than good goods displayed in a clean, well-kept department. This applies particularly to goods intended for consumption as a food.

"The use of glass covers," Mr. Turgeon continued, "is recommended, and these should be used as much as possible, as it keeps the cheese in better condition and prevents waste from evaporation. It also tends to impress the customer with the idea of cleanliness and up-to-dateness."

Keeping in Good Condition.

In Mr. Turgeon's opinion it is always wise to cover any cuts held in reserve with parchment paper. The parchment paper should be pressed very firmly against the cut surface in order to exclude the air and to make it stick better. It should be seen that the paper covers all the pores of the cheese, as this point is important if one wishes to preserve its appearance. To prevent Gruyere cheese from drying one should use a damp cloth to cover it, and care should be taken to keep this cloth moist. In summer cheese in storage should be kept in a cool place, where the humidity is not too heavy, nor where the cheese will be liable to "sweat," as this will cause it to become rancid. In winter care should be taken to keep it from freezing, as this will cause serious loss from crumbling. After a cheese is frozen it is next to impossible to prevent it from crumbling when being cut, and Mr. Turgeon's advice is that grocers should be very careful not to accept frozen cheese.

Suggestions on Wrapping.

Mr. Turgeon advises the use of parchment paper in the wrapping up of all cheese sent out to customers, as the free use of this paper will prevent it from drying up quickly. The clerk should impress upon the customer the importance of keeping the cheese well wrapped in this paper at all times. If this is done, it will not shrink so quickly, and customers will buy in larger quantities, as they will soon realize that cheese kept in this way is just as fresh and nice as the day they purchased same. The dealer who uses parchment paper and rightly handles his customers in this matter will not hear that old complaint, "I only want a small piece, as it dries up so quickly."

Making More Sales.

The factor that plays the most important part in increasing the sales in the cheese department is the flavor of the cheese itself. If the clerk can always give each customer exactly the kind that customer wants, and the kind that will tickle his palate the most, then the clerk will have that customer as a steady purchaser, and the man on the buying side of the counter will become a booster for the cheese department.

This may sometimes be a difficult matter to do, but if the dealer will use the card system, which was fully described in these columns last week, in handling his cheese department, this difficulty can be simplified, as the card index when properly filled out will give the clerk instantly each customers' preferences in the matter of cheese flavors. With this information to guide him the clerk can serve each customer more intelligently and can satisfy him much more thoroughly.

Card Sold Cream Cheese.

There is a good field in the handling of cream cheese, and to promote the sales of a certain line of package cream cheese, one grocer, called on recently, placed his stock of cream cheese on the main order counter with a price card attached. This method was successful from the first day, and was the means of increasing this merchant's sales of cream cheese about 300 per cent. in two weeks, and at the time the writer was talking to this merchant six weeks after this experiment had been tried the sales were still increasing, and the best evidence of the success of the plan was that the cheese still occupied a prominent place on the main order counter, having a neat price card attached stating the price in clear figures.

New Meat Slicer Brought Provision Trade

Customers Appreciated Nicely Sliced Ham and Bacon and Business Was Increased Considerably—Loss in Wasted Meat Checked—Method of Announcing Installation of This Equipment—Value of Good Display, Show Cards and Adequate Service.

By Percy McKelvie, Toronto, Ont.

As I get many selling points and suggestions from The Canadian Grocer, I thought I would write and tell you that my brother grocers can make more money when they instal new equipment of any kind if they will just let their customers know by means of a circular.

In my own case I installed a meat slicer the first of this year and I find an exceptionally large number of my customers are purchasing ham and bacon from me. Previous to this time I had been forced to discontinue handling provisions on account of not being a good hand at slicing meats. I was not making any profit on this line as the value of meat wasted or poorly sliced was as large as were my profits thereon.

The proper slicing of meats in a grocery will easily increase the meat sales at least 50 per cent. In this instance at a time of the year when cooked ham and bacon are comparatively slow sellers, I find I am selling over 50 per cent. more meat than I used to sell in a season when ham and bacon are more in demand than in the month of January and February.

Now as to circular which I have had distributed, reproductions of which are shown here. Although I have not had many extra calls for orders put on my list, my trade being pretty much in my own block, I know for a fact that this circular has been read as my customers remarked to me that they had received it and were glad to know I was again handling meats.

In the preparation of or announcements, such as this, I find a saving of about a third in the cost of printing by having the advertisement printed in such a manner that when the paper is folded it gives a booklet effect which goes a long way when received by the "lady of the house." She is the one who decides whether to throw it in the stove or read it before doing so.

If your circulars by their appearance gain a reading, and if the matter printed on it is instructive, it will mean more sales, not only in the lines which may be featured in the circular, but in getting the people to come into the store. If goods are well displayed, show cards used extensively, and you treat your customers right, your volume of business will increase to a very large extent and increased volume of business, even at a slight increase of expense, means a larger increase of net profits. This is what every grocer is after.

Toronto, Ont.. 1913

"McKelvie's Grocery."

Kindly call for orders at my address.

☐ Daily ☐ Twice a week

☐ Weekly

Commencing.....

Name.....

Address.....

Card sent to customers and prospects to aid in building up the outside order business.

A LARGER and more complete line of "Everything in Grocery Goods" is to be found at our store, which is situated on Markham Street, midway between College and Arthur Streets.

A trial order will receive our usual prompt and careful attention, and, as we have not, just at the present, phone connection, would be glad to have your name on our list of daily, twice a week or weekly calls for orders. Use the enclosed post card and our Mr. J. P. McKelvie will call as you request.

We have installed a new meat slicer for slicing "As you like it," our choice cooked Ham and Bacon. Meats, as we slice them, go twice as far as when sliced by hand.

We have also a fresh supply daily of Dale's Confectionery and Cakes.

McKelvie's Grocery

226½ Markham St.

"DON'T GO BY COME BUY"

Reproduction of neat folder showing how installation of meat slicer was used to get business.

A leak in the grocery store which often passes unnoticed is one which comes through evaporation. Many articles stocked by the grocer contain large quantities of moisture and when exposed to the air for a continued length of time give off more or less of this moisture, thereby losing weight and quality. This needs especially to be watched in bulk goods such as soap chips which are bought up in large quantities and sold again by the pound. With soap chips the amount of moisture varies greatly according to the variety, some containing as little as 2 per cent., and others much more. Thus it is at once apparent that a loss of greater or less proportion must follow where a barrel of such goods is exposed for any length of time.

A similar loss is experienced in all dried fruits which, although "dried," still contain a great deal of moisture. In Canadian dried fruits the amount of moisture varies anywhere from 10 to 15 per cent. No definite percentage can be stated with regard to this as it differs with almost every evaporator. Also, owing to directly mechanical means being employed here, greater variation is found. In California dried fruits the percentage is rather less, and much greater uniformity is found, as fruits in process of evaporation are exposed much more to the sun and air and are not wholly dependent on a mechanical process. But even in these the percentage is large and readily allows a "leak" to the careless grocer.

MORE CANNING FACTORIES.

Hamilton, Ont., Feb. 20.—(Special).—The Dominion Canners, Limited, are building a new factory at Simcoe, Ont., also one at Niagara Falls on the Lake and still another at Aylmer.

They are enlarging their factories at Sandwich, Forest, and Tecumseh, and making arrangements to build another factory at Chatham.

The Canners state that as soon as they have improved their warehouse facilities, they expect to be in a position to have goods to supply the trade throughout the entire year.

Current News of the Week

Quebec and Maritime Provinces.

The branch store of the Sussex Mercantile Co., Sussex, N.B., suffered a $20,000 loss from fire.

The Port Hawkesbury branch of the North Atlantic Fisheries, Limited, was totally destroyed by fire on the night of Feb. 11th. The loss is estimated to be $260,000 with an insurance of $212,000.

Notice of incorporation of Magor Son & Co., Limited, Montreal, is given in last Canada Gazette. The incorporators include J. H. and N. A. Magor. This company takes over the business formerly conducted by Magor, Son & Co., the capital stock being $100,000.

The Natashquan Fisheries, Limited, are making application this week for a Dominion charter for establishing fisheries on the Natashquan River in the province of Quebec. The company is capitalized at $50,000 and one of the incorporators is Mr. C. H. Cahan. The new company will make a specialty of curing salmon and other fish.

Ontario.

W. H. Fielding, a Guelph, Ont., grocer, died last week.

J. C. Slattery, grocer, Hamilton, Ont., has sold his business.

J. N. McEwen, grocer, Toronto, is selling to P. Dulmage.

Thornton Bros., have opened up business in Bradford, Ont.

F. Calverwell, of Sutton, Ont., has sold to Rilton and Murell.

The Vineland Canning Co., Vineland, Ont., has obtained a charter.

Spratt & Killen, grocers, Lindsay, Ont., have sustained loss by fire.

G. N. Willits, general merchant, St. George, Ont., is moving to Brantford.

H. C. Snelgrove, general merchant, Mount Brydges, Ont., has sold to Bond & Co.

Jones & May, general dealers, Exeter, Ont., sustained loss by fire recently.

F. H. Hatton, grocer, Windsor, Ont., is selling off stock and retiring from business.

Geo. Bedford, Exeter, Ont., has taken over the grocery business of W. J. Carling & Son.

J. D. Wisdom, an Allandale, Ont., grocer, was in Toronto last week on a business trip.

W. Roach has purchased and fitted up a complete grocery store at 485 Margueretta St., Toronto.

Mrs. Christian has been continuously in business for over twenty-five years at 1115 Dufferin St., Toronto.

J. Summer, of 105 Salem Ave., Toronto, has just rounded out a quarter of a century in the grocery business in this city.

W. R. Simpson, Mooresville, Ont., has sold his general store and post office to John McNaughton, of Galt. He intends going West soon.

R. S. Rushworth for 20 years a grocer in Missouri, U.S.A., has purchased the stock of R. S. Campbell at 235 Augusta Ave., Toronto, and opened for business there.

W. E. Phillips has purchased the grocery business of Patterson Bros. on Danforth Ave., Toronto. Patterson Bros. have been in that stand for over a quarter of a century.

James Munn, one of the oldest merchants of St. Thomas, Ont., died during the week at the age of 72 years. He has conducted a grocery business in St. Thomas for 43 years.

The grocery business of McDowell & Co., of Oshawa, has been taken over by Puckett and Scilley, two of the salesmen employed under Mr. McDowell. Mr. McDowell intends taking a prolonged trip through the West.

The partnership of Grills, Elliott & Grills, general merchants, New Liskeard, Ont., has been dissolved by mutual consent and the business will henceforth be carried on by W. R. Grills and J. A. Grills as Grills Company.

The retail merchants of Cobourg, Ont., have organized an association with the following officers: President, W. J. Maher; Vive-Presidents, A. R. Sandas and W. M. Fox; Treasurer, R. M. Harvey; Secretary, A. J. Plunkett.

Bishop Bros., General merchants, Semans, Ont., have adopted the cash system. They allow a cash discount of 10 per cent. on dry goods, boots and shoes, and 7 per cent. on all straight groceries and most rubber goods.

Net earnings of the Shredded Wheat Company for 1912 were $922,000, which, after allowing $75,000 as dividend on the preferred stock, leaves a surplus of $847,000, or at the rate of nearly 10 per cent. on the common stock. Current assets of the company at the end of 1912 were $1,494,531, an increase for the year of $269,000, the amount of cash on hand being approximately $600,000. It was stated at the annual meeting, held at Niagara Falls, New York, that the construction of the large new plant at Niagara Falls would be well under way within sixty days, and that it would be only a question of a short time when further extension, probably on the Pacific Coast, would be necessary.

Western Canada.

C. Atkins has purchased the business of W. I. Kennedy, Maryfield, Sask.

W. G. Murphy & Co., grocers, Carberry and Binscarth, Man., held a 10 days sale this month for cash only.

J. C. Eaton, president of The T. Eaton Co., stated in an interview in Winnipeg that his company had no intention of establishing in Calgary or British Columbia.

Dominion Stores, Limited, a chain store concern are opening 3 stores in Nanaimo, B.C., and will sell stock to amount of $9,800 in shares of $10 each. This company make the claim that in the United States these stores pay from 15 to 47½ per cent. to their shareholders.

D. J. MacLeod is opening a grocery brokerage business in Edmonton, Alta. Mr. MacLeod traveled for nearly twenty-five years on the Huron, Bruce and Wellington Grey and Bruce districts for Edward Adam & Co., London, Ont., and James Turner & Co., Hamilton, Ont.

ADDING ANOTHER WAREHOUSE.

Tees & Persee, Limited, Western Canadian manufacturers' agents, will erect in Edmonton, Alta., as soon as weather conditions permit, a large mill construction, six storey and basement, brick and stone warehouse, size 50 ft. x 134 ft., located on a private railway siding. If weather conditions are favorable, they expect to have this completed and ready for occupation about June 15th.

Tees & Persee are practically duplicating their Calgary building. The location of the new building is central on the south-west corner of Seventh and Peace Avenues. This firm have similar buildings in Winnipeg, Moose Jaw, Saskatoon, Calgary, Fort William and Regina.

General Firmness to Tea Market

Sugar Situation Doubtful—High Grade Molasses Firmer and Advancing—Coffee Market Much Weaker for Low Priced Grades — Beans Easier: Farmers Must Soon Market Crops—Surplus of Some Canned Goods on Market.

MONTREAL MARKETS.

POINTERS:

Sugar—Weak.

Coffee—Mexicans advancing.

Tea—Advance of 1c in Indians and Ceylons Blacks.

Canned Goods—Steady.

Montreal, Feb. 20.—Trading in groceries on local market continues brisk, and demand is much heavier this year than for same period year ago. Travelers everywhere report prosperous times, and outlook for this year's business is pleasing. Wholesalers report an increase over last year's business. Trading at this centre is slightly quicter than last week, but difference is hardly noticeable. There is no change in volume of business derived from the city, which is on the increase. Country orders, however, are not as plentiful as last week, but this is probably due to cold weather, which has deterred country dealers from making the trip into town.

There have been few changes in prices; about the only one worth mentioning is a decline of ½c in Japan siftings and fannings, which are now selling at 8c to 8½c. Trade in canned goods is steady, with no speculative buying in evidence. Almonds are getting scarce.

SUGAR.—Jobbers and dealers are still buying from hand to mouth, as if in anticipation of a decline. Indications seem to point out this decline may come within next few days. Primary markets have all eased off, and refiners here have not followed decline, evidently for the reason they expected a reaction, but market conditions have not borne out this assumption, as the primary markets continue weak. Demand has been limited, owing to close buying. Stocks have been accumulating, and with bumper crops now on way to market something will have to be done to get sugar moving again. The only logical means to accomplish this end seems to be a reduction in price. The situation needs something to restore confidence of buyers before they will stock up. In view of these conditions it would be advisable for dealers to purchase in small lots till situation clears. However, it is not expected that sugar will go below $4.30, or at the very least $4.25, as it cost approximately the latter figure to produce it. Any decline below cost would be serious, as it would have the effect of curtailing production, with result that sugars next year would be extremely high.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 45
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 85
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 85
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 20

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—There is nothing new in molasses market, and trading is rather dull. Stocks in hand are on light side, as buyers do not like to stock up under present market conditions, which seem to indicate lower price on new crop, but it is doubtful if this will materialize.

Corn syrups are in good demand owing to Lenten season, yet prices seem to be quite easy, with an unsettled tone.

Compound maple syrups are moving quite freely, as there is very little pure syrup on the market. Ninety per cent. syrup is selling around $1.00 per gallon, while various other grades are selling all the way down to 60c, according to quality. Pure maple will be in stock in about six weeks, and will command a good figure.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—Trade in dried fruits is dull, and prices remain same as last week. Prunes, however, are moving more freely, and there is always a demand for this line during the entire year.

Evaporated apricots	....	0 14½
Evaporated apples	....	0 07
Evaporated peaches	....	0 09¼
Evaporated pears	....	0 12½
Currants, fine filiatras, per lb., cleaned	....	0 06¾
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	....	0 06¾
Dates, Hallowee, loose	....	0 04¼
Farda	....	0 11
Figs, 3 crown	0 08	0 08½
Figs, 4 crown	0 09¾	0 10¾
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-50	....	0 10
50-60	....	0 09
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 3-crown, per lb.	....	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages	0 07¼	0 07½
Select raisins, 7-lb. box, per lb.	0 07½	0 08
Sultana raisins, loose, per lb.	....	0 11½
Sultana raisins, 1-lb. cartons	....	0 12½
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	....	0 08
Valencia, select, per lb.	0 08¼	0 08¾
Valencia, 4-crown layers, per lb.	0 09	0 09½

TEA.—Indian and Ceylon blacks have advanced one cent to wholesalers, but as yet their price to the dealers has not followed this increase in cost to them. Importers state that market shows strongest tone this week it has in three months past, and prices are firm. Wholesalers state that local market is slow to respond to fluctuations of the London market, and prices here appear as if they would continue steady even in face of advances abroad, but there is feeling that prices will advance rather than decline. Good Ceylons are strong, with very few offerings and good demand. Fine Indians are also firming up on wholesale market. Cheap Chinas and Japans are selling better this week, and Japan siftings are quoted ½c easier selling, at 8c to 8½c. The demand for teas this week is fairly heavy, although some firms report quiet trading.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—More inquiries are being received this week for coffees, and the demand is much heavier than last week. Owing to the revolution in Mexico and the general unrest in that country, with the corresponding difficulty in getting supplies, Mexican coffee has a strong upward tendency, and is quoted a shade higher this week than last. For the

same reasons Mochas are advancing, as the war in Eastern Europe is draining the laborers from the coffee fields, and in some instances the fields themselves are being devastated. There are persistent rumors to the effect that coffee is declining, and some of the primary markets have been easier during the past week, but with the unrest in these two centres, it is hard to say what outcome will be. The absorption of the valorization coffee without affecting the prices strongly supports theory that market will advance.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27

SPICE.—Trading in spices is only nominal, but fairly brisk for season. There are no price changes, and feeling is that there will be none to amount to anything for some time. Of course, there will be trifling fluctuations in various markets on spot goods, according to supply and demand, but, generally speaking, there is nothing new to indicate any changes.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cocbin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA. — A fair amount of business is passing in these articles, but prices remain steady, being same as quoted last week. There is an easier tone to tapioca market, due perhaps to the lower quotation on Singapore stocks.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—There is little trading in nuts at this season, consequently prices are unaltered. Almonds are reported higher on other markets, but stocks here are fairly large, and until these are unloaded there will be no change. There is scarcity of almonds on primary markets.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	....	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Casbews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, brigbt	0 27	0 28
Broken	0 27	0 28

BEANS.—There is no change in bean market, and prices remain stationary. Stocks in hand are fairly large, and are ample to take care of present demand. Peas are also quiet, with no change in prices. A better grade of Ontario's are coming forward.

Beans—		
Imported Vienna brown beans, bush...	....	2 75
Yellow beans, bushel	....	3 00
Ontario, 3 lb. pickers	2 60	2 65
Green peas	....	2 75
White peas	2 60	2 65

ONTARIO.

POINTERS,—

Sugar—No change.

Molasses—Barbadoes firmer.

Spices—Cloves up 5 cents, cocoanut advanced slightly.

Coffee—Weaker market.

Teas—Firmer.

Beans—Easier.

Canned Goods—Easier feeling in market.

Toronto, Feb. 19.—Business during past week has been only fair. Demand in all lines is fair for season, but the whole market is dull. There is much talk about stringency of the money market, and this is given as one reason for trade dulness. Drafts are being allowed to come back in greater numbers than usual. Many of the banks have issued instructions to branches not to lend money and thus trade is being held down pretty tight in some cases. Balkan War, and also conditions in New York which allow of greater profits than here, are said to account for this.

SUGAR.—Sugar is going along in a quiet hand-to-mouth fashion. Raw market is weak, but is now about down to cost of production so that lower prices on primary market are scarcely looked for. In both Canada and States merchants are buying only according to direct needs. There is no speculating or storing of any account being done. In the States everyone is waiting to see what changes are to be made by the new administration in tariff.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—Prospects are that fairly high prices will rule throughout whole season on all fancy Barbadoes. There is no change at present, but an advance may be expected. "Our people don't know what good molasses are," said one dealer this week. "In Quebec where fine molasses are used merchants are taking all their requirements in extra fancy." Supplies of all lines of syrups are fairly plentiful. Prices continue unchanged.

	Per case.
Syrups—	
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, balf barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, balf barrels	0 49	0 50

DRIED FRUITS.—Dried fruits of all kinds are dull. The market in raisins, currants, and evaporated apples, is listless. A cable from Denia in Spain states that Valencia raisins are practically exhausted. California fruits are quiet with no important feature of any kind. Packers in the South are drawing attention to lack of rain and probable effect on crops, but nothing definite is reached yet.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09¼
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07¼

TEA.—Teas are much firmer this week. On primary market average prices for Ceylons ruled ⅛ penny higher than week ago. Smaller shipments are expected during next few weeks. Ceylons are firm with rising tendency.

COFFEE.—The general market situa-

tion is easier this week and shows every indication of going lower. Rios and Santos are easier, but in mild coffees there is not so marked a change. Prices on local market continue unchanged.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Several changes are reported in spice market. Cloves have advanced 5 cents and cocoanut is reported by some as up ½ cent, by others as up 2 cents. Celery seeds are higher, being quoted at 25 to 40 cents and still advancing. Nutmegs remain much same as week ago.

	5 and 10 lb. Tins.	¼ lb pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—33	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	25—26	90—0 00	.....
Curry powder	25—00	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	65—80	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 25	0 40
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83

RICE AND TAPIOCA.—All rices have taken on firmer tone during past week. Tapioca market continues easy, but with little change from week ago. Good Singapores are bringing as high as 7 cents, while poorer, darker grades are running as low as 5 cents.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06	0 07
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Market is dull and altogether without feature. Only a small amount of business is passing.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 34	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Imported beans are running along about same as week ago, but on whole market is quiet. The time is near at hand now when Ontario farmers will have to market their stores of beans and thus prospects are for lower prices to rule. It is stated that there are thousands of bushels of beans in Ontario which will not sell, and will have to be used as feed, but even at that there are large quantities of marketable quality.

Beans, Canadian—		
Prime beans, per bush.	2 60	2 65
Austrian, medium, bush.	....	2 75

CANNED GOODS.

Toronto, Feb. 19.—Canned goods have been especially quiet for season. An easy feeling prevails in market on account of dealers being somewhat overstocked. It is expected that the market will right itself soon, however. Canned salmon have been moving out quite freely and in some lines stocks are pretty well cleaned up even to a shortage.

MANITOBA MARKETS.

POINTERS,—

Japan rice—½c per lb. up.

Winnipeg, Man., Feb. 20.—(Corrected by Wire).—Past week's business in groceries at wholesale is reported to have been satisfactory and different warehouses have been fairly busy shipping merchandise to country points. Fine weather and a large influx of visitors has given an appreciated stimulus to retail trade.

Prices hold steady and the only change to note is an advance of ½ cent per lb. in Japan rice.

Past week was pretty well taken up with the bonspiel and as usual there was a big influx of Western business men.

It is satisfactory to note that all of them seem inclined with optimism as to the business prospects in the West and the certainty of a great industrial expansion which should be good for all lines of business.

Collections are only fair and jobbers and wholesalers express a little disappointment in this respect. There is, however, a large amount of the past season's crop yet to market and the present somewhat tight money is not likely to be of long continuance.

SUGAR.—There is no new feature to report in sugar here, prices are steady, demand fair, stocks sufficient.

Montreal and B.C. granulated, in bbls.	5 15
Montreal and B.C., in sacks	5 10
Montreal and B.C. yellow, in bbls.	4 75
Montreal yellow and B.C. yellow, in sacks	4 70
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Syrup business has no doubt gained a little strength from recent agitation in the West re doctored butter. Much of the complaint has turned out to be without foundation. The city council has, however, decided to have an analytical chemist attached to health department and both retailers and citizens will be then better protected as to quality of butter and lard than they are at present. Syrup prices are steady.

2 lb. tins, per case	2 13
8 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	.... 6 20
Maple syrup, ½ gals.	.... 5 85

DRIED FRUITS.—Dried fruits are steady. Apricots are a little easier at the coast. There is a good movement of all lines and with green fruits somewhat scarce the present should be a good time to feature dried lines.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 06¼
90-100s, 10s, s.p.	0 06
80-90s, s.p.	0 06
80-90s, 10s, s.p.	0 06½
70-80s, 25s, s.p.	0 06¾
70-80s, 10s, s.p.	0 07
60 70s, 25s, s.p.	0 06¾
50-60s, 25s, s.p.	0 07¾
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¼ 0 09½
Smyrnas	0 13 0 15
Currants—	
Dry clean, per lb.	0 07¼
Washed, per lb.	0 07¾
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEES AND TEAS.—There is no news to speak of in coffee and tea lines. The demand is steady and nothing at present indicates a probability of change.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 11¼
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 35 0 45

NUTS.—There is no immediate prospect of any change, prices are steady trade quiet.

	Per lb.	
Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Local situation is unchanged. There are some imported Austrian beans available of good quality.

Beans—	
Hand picked, per bushel	2 95
3 lb. picker	2 65
Peas—	
Split peas, sack 98 lbs.	4 00
Whole peas, bushel	2 75
Barley—	
Pot barley, per sack 98 lbs.	3 65
Pearl barley, per sack 98 lbs.	5 15

WINNIPEG.

GRREN FRUITS & VEGETABLES.—The green fruit trade is as usual at this time of the year at a somewhat low ebb. Apple stocks in West are still ample. Preserving oranges are on market. There is a brisk movement in imported vegetables as frosty weather has held back domestic supplies. Lack of heated cars is hampering the fruit trade.

Seville oranges	....	5 00
Messina lemons	....	7 00
Frozen cranberries	....	10 00
Malaga grapes, kegs	....	9 00
Navel oranges, case	4 50	5 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	10 00

Wasbington apples	1 50	2 25
Florida tomatoes, case	....	9 00
Ontario apples	4 25	4 50
Cranberries	....	14 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Valencia onions	....	2 00
Hothouse rhubarb	....	0 12
Strawberries, quart	....	0 50
Sauerkraut, lb.	....	0 04
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet, basket	....	3 50

WINNIPEG.

FISH.—The Lenten season has given a satisfactory boost to the fish trade. Prices are steady the only change to note being a decline of 3 cents per keg on Holland herrings.

Fish—		
Oysters, per gallon		2 75
Fresh salmon		0 11
Frozen halibut		0 09
Fresh whitefish		0 09½
Fresh pickerel		0 08
Block cod		0 10
Haddock		0 06
Finnan haddies		0 08
Holland herring, keg		0 72
Kippers, box		2 00
Smoked cod		0 12
Goldeyes, dozen		0 50
Labrador herring		4 20
Fresh trout		0 12

WINNIPEG.

PRODUCE AND PROVISIONS. — Butter, lard and cheese prices are unchanged on local market. Butter stocks in city are said to be increasing rapidly. Eggs are a shade firmer, but for present unchanged. There is nothing new to note in cured meats.

Lard—		
Tierces, per lb.	....	0 13⅝
1 lb. bricks	....	0 15
50 lb. tubs	....	6 95
20 lb. pails	....	2 85
10 lb. cases	....	8 65
5 lb. cases	....	8 70
3 lb. cases	....	8 80
Cured Meats—		
Hams	0 16½	0 19
Bacon	0 18	0 22
Shoulders	....	0 14¾
Long clear D. S.	....	0 15
Mess pork, bbls.	....	26 00
Butter—		
Creamery	0 34	0 36
Dairy, best	0 28	0 29
Dairy, No. 1	0 25	0 26
Dairy, No. 2	0 20	0 21
Eggs—		
Manitoba, per doz.	....	0 26
Storage	....	0 22
Cheese—		
Ontario large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Feb. 20.—Butter here has an upward tendency, with eggs dropping. Potatoes are firm and in big demand.

Butter, creamery, per lb.	....	0 35
Butter, New Zealand prints	....	0 33
Butter, New Zealand solids	....	0 32½
Currants, Filiatras, per lb.	....	0 08½
Currants, Vostizzas, per lb.	....	0 10
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per barrel	....	4 30
Eggs, per dozen	0 33	0 45
Flour, Manitoba best, per bbl.	....	6 60
Oatmeal, std., per sack	....	1 90
Potatoes, local, ton	....	15 00
Potatoes, Ashcroft, ton	....	21 50
Raisins, Cal., fancy, per lb.	0 06	0 07
Rice, Japan, per ton, No. 1	....	112 50
Rice, Japan, per ton, No. 2	....	90 00
Salmon, Sockeye, per case	....	10 25
Sugar, std., granulated, per cwt.	....	5 55

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Feb. 20.—Markets on the whole are quiet, with no special changes during week. Colder weather brightened up business, and snow added much to the movement, particularly in country districts, and allowed farmers to reach the city. Dealers say business is much better. Sugar and molasses are unchanged, tendency being easier in former. Demand for flour is better, but no change in quotations. Rice is plentiful and lower. Oatmeal is cheaper and millfeeds easier. Barelled pork is in better demand. Lard is firmer and apt to be higher. Pork products all stronger in tone. Dairy stocks are light, particularly butter and eggs.

Bacon	....	$0 15
Beans, hand picked, bushel	2 75	2 80
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 32	0 36
Butter, creamery, per lb.	0 28	0 30
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	0 45	0 50
Eggs, case	0 25	0 27
Flour, Manitoba	6 25	6 35
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 75
Oatmeal, std.	....	5 80
Pork, domestic mess	24 00	24 50
Pork, American clear	25 00	27 00
Potatoes, barrel, new	1 80	2 25
Raisins, California, seeded	0 07¾	0 08¼
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 50	4 60
No. 1 yelliw	4 20	4 30
Paris lumps	5 60	5 75

NOVA SCOTIA MARKETS.

By Wire.

Halifax, Feb. 20.—Wholesale grocers report business in fairly good volume and prices on the whole firm. American clear pork advanced $1 to $27.50. Hams are up to 19c and side bacon 19c. Flour is in better demand, Manitoba patents being $6.30. Ontario 90 per cent. is $5.20 to $5.30. Rolled oats are easier, at $5.25 to $5.30. Receipts of butter and eggs are fair, with price unchanged. There is good enquiry for vegetables, and prices show sharp advance, due to improved condition on the English market.

Bacon, side, per lb.	....	0 19
Butter, creamery, per lb.	....	0 32
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresb, per dozen	....	0 28
Eggs, cold storage, per dozen	....	0 26
Flour, Ontario 90 per cent.	5 20	5 30
Flour, Manitoba best, per bbl.	....	6 30
Hams, per lb.	....	0 19
Oatmeal, std., per sack	....	1 90
Potatoes, per bag	....	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25

CHAIN STORES FOR CANADA.

Company Organized in the West With Big Hopes.

Vancouver, B.C., Feb. 20.—(Special.) —Grocers in Vancouver and British Columbia generally are somewhat interested in the promotion of the Dominion Stores, Limited, with a capital of $1,000,000, which is being organized to operate 150 grocery stores all over the West from Winnipeg to the Pacific coast. Extravagant claims have been made in behalf of the proposed company by its backers. Some identified with it have remarked that many other grocery businesses will be wiped out of existence. But the bona-fide grocer only smiles knowingly.

It is said that one-quarter of the capital has been subscribed by a group of coast capitalists, but no names are mentioned. The balance of the stock will be allotted to the various cities where the stores will be located. The ambitious scale on which the company contemplate doing business is shown in the statement that canneries and packing houses will be established, and that it will contract for the entire output of an elevator and flour mill in Alberta, and sell this flour and feed through the different stores.

It is proposed that wherever a store is located stock will be sold to the consumers to the extent of about three-quarters of the total cost of that store. The store when located in the country, it is said, will act as a market for the farmer and be a place where he can not only purchase his supplies, but also dispose of his produce. This produce will be sent to a head distributing centre and thence to the different stores in the city.

By buying direct from the producer and selling for cash to the consumer the officials of the company make the claim they will be able to cut the middleman's profit, or effect a saving of from 15 per cent. to 25 per cent.

W. J. Kerr, who heretofore has only gained renown as a Coquitlam realty broker, and who has an office in New Westminster, is managing director. It is proposed to obtain stores in the following places:—Vancouver, Victoria, Nanaimo, New Westminster, Nelson, Revelstoke, Calgary, Edmonton, Medicine Hat, Wetaskiwin, Moose Jaw, Regina, Brandon, Winnipeg and other cities.

Messina Lemons Arrive on Canadian Market

Quality Reported As Finest for Years—Grapefruit Running To Large Sizes—Potato Market Easy—Held Up Only By Cold Weather—Fresh Imported Fruits and Vegetables Command Large Sales.

First shipments of Messina lemons arrived on Canadian market during past week. Quality is reported as the finest seen for years. Sizes are smaller than usual, and 300's, desirable sizes on this market, are hard to get. Crop in Italy is small as compared with last two years, but it is still thought there will be no scarcity.

What damage has been done to trees by frost in California is hard to state, but at any rate California lemons are off market for this year.

Grapefruit has been running to large sizes of late, and sizes 64, 80 and 96 have been scarce. Cubans are expected in a week or two, and in these sizes are said to be more desirable. Florida oranges have advanced slightly on primary market. Market is firm, and general outlok is that it will go still higher. Oranges have been arriving in splendid condition.

Fresh fruits and vegetables are now becoming a strong feature on all Canadian markets. Demand for these lines is increasing rapidly, not only in the large centres, but also in the smaller and more outlying districts.

Cold weather has tended to hold potato market firm for past few weeks, but on account of large stocks throughout country prospects are for easier market soon. Farmers are holding off, simply through fear of getting goods frozen.

MONTREAL.

GREEN FRUITS.—Trade in fruits is rather dull, as can be expected at this season. Prices remain practically same as last week, there being little indication of any change in near future. Apples are a little firmer than last week, and there is a brighter tone to market as result. Choice varieties, such as Spies, Russets and Baldwins, are in good demand, and Russets are quoted a shade higher than last week. The following list is the receipts of tropical fruits over the G. T. R., which were sold at auction on Monday morning:—Two cars celery, quality good; sold well; one car bitter oranges, picked up quickly; one car lemons, one car cranberries, one car Florida oranges, one car Valencia oranges, one car Mexican oranges, quality poor owing to thick skin; five cars of bananas. The stocks of Almeria grapes are getting low, as demand for these has been quite brisk lately, and few have been imported. Oranges are selling slowly, and trading is much duller than in previous years. This is probably due to fact that rainy weather during past summer caused oranges marketed during the early fall and Christmas seasons to have thick skins. These thick-skinned oranges did not appeal to the public, consequently the demand fell off, and just when the good oranges were about ready to be harvested the frost ruined much of the crop, with the result that there have been few really good juicy oranges on the market till lately. This peculiar situation has checked consumption of oranges considerably, and dealers have had little demand for oranges from grocers selling to public. However, market conditions will adjust themselves with the coming of warmer weather, and in course of a month or so the market will take on brisker tone.

Apples, fall, No. 1	3 00	4 50
Apples, fall, No. 2	2 25	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans, cases of 24	....	4 50
Almeira grapes	6 00	7 50

VEGETABLES.—There were several new vegetables seen on local markets this week, even though trading is dull, owing to cold weather, with the consequent difficulty in making deliveries. Egg plant is offered at $2.50 to $2.75 per dozen, and quality is exceptional. Boston lettuce is offered at $1.50 per crate of two dozen. Curly lettuce is selling at $1.75 to $2.00 per crate of four dozen. New potatoes are selling at 7c per lb., or $10.50 per barrel. The quality of strawberries offered is certainly worthy of mention, as they are exceptionally fine this season, being much better than those seen on local market for several years past, and it is doubtful if the quality has ever been excelled. They are bringing 42c to 45c per box, and are retailing at 50c. Horse radish is selling at 15c per lb., with a fair demand. Canadian oyster plant is selling at 50c, and American at $1.10. Garlic is quoted at 15c per bunch. Tomatoes are not as plentiful as last week, but prices remain same. Potatoes are firming, and market is stronger than last week owing to the scanty supplies coming forward this week, as the dealers and farmers do not like to risk getting them frozen. All varieties remain steady, but Green Mountain have advanced about 2½c per bag over the price quoted for last week.

Canadian oyster plant	....	0 50
American oyster plant	....	1 10
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	....	1 20
Cauliflower (for single cases $2.00)	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 50	5 00
Cucumbers, basket, per dozen	....	2 50
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag..	0 70	0 80
Quebec grades, car lots, per bag.....	0 65	0 70
Quebec grades, small lots, per bag...	0 90	1 00
Spinach, bbl.	2 50	2 75
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 12 doz.	....	1 50
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 42	0 45
New potatoes, 7c lb. or, bbl.	....	10 50
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15

TORONTO.

GREEN FRUITS.—Trade in fruits has been brisk during past week. Staple lines are in usual demand, and call for all imported fresh lines is increasing, both in city and outlying points. Almeria grapes are practically off market,

and worth from $8 to $9 when obtainable. Temporary scarcity of pineapples has caused them to advance 50 cents.

First shipment Messina lemons arrived February 13. Quality is reported as finer than for many years, and thus lemons are commanding large sales. Apples are reported as keeping in excellent shape, and are moving out slightly better than week ago.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 00
Spies, per barrel	2 50	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	....	1 25
Grecnings, No. 1, per bb..	2 50	3 00
Greenings, No. 2, per bbl.	....	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 80	....	6 50
Grapes, Almeria, per keg	6 50	8 50
Hothouse grapes, per lb.	....	0 90
Grapes, Almeria, per keg	8 00	9 00
Grapefruit, Florida, sizes 54, 64 and 80, case	3 25	3 75
Grapefruit, Jamaica, all sizes, per case..	2 50	3 25
Kumquots, per quart	....	0 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	3 00	4 00
Navels, per case	3 25	4 00
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case..	....	3 75
Oranges, Valencia, large, 420s, case	....	5 25
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	4 00	4 50
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Strawberries, per quart box	0 40	0 45
Tangerines, per strap, 2 boxes	....	5 50

VEGETABLES.—Potato market is easier, with light demand. Cold weather has had a tendency to sustain the market, but potatoes are in the country, and farmers will have to get rid of them before end of April. At present few are offering, but it is expected that as soon as movement starts prices will drop considerably. Demand for onions is poor, and large stocks on market are tending to lower prices. Present scarcity of cucumbers and mushrooms has caused each of these to advance. Florida tomatoes are now on market, and are rapidly taking the place of Cubans. Prices are slightly easier.

Beans, wax and green, hamper	....	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	....	1 00
Brussel sprouts, per quart box	....	0 22
Carrots, per bag	0 40	0 50
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)..	....	0 90
Celery, Florida, per case	3 25	3 50
Celery, California, bunch of dozen heads	....	1 25
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	3 00	3 50
Cucumbers, outdoor grown, per hpr	....	7 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	....	3 25
Mushrooms, per lb.	0 75	0 90
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 85
Onions, green, imported, per doz	....	0 50
Peppers, green, basket	0 50	0 60
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 95	1 05
Parsnips, per bag	0 65	0 75
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Rhubarb, according to size, per doz	0 85	1 25
Spinach, per bbl.	2 25	2 75
Turnips, per bag	0 35	0 50
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	4 50	5 00
Sweet potatoes, 50 lb. hamper	1 25	1 50
Cauliflower, hamper of 15 to 25	3 00	4 00
Water cress, per doz. bunches	....	0 25

All men are more or less deaf; the degree depending upon who is talking and what they want.

Peddlers and Invoice Costs on the Slate

Chief Topics Discussed at Meeting of Toronto Grocers—Will the Hawkers be Allowed to Call Out Their Wares?—Discussion on Cost of a 25 Cent Article — Letter From London Brethren Read—A Six-for-a-Quarter Story — Presentations Made.

Toronto, Feb. 20.—(Special).—Questions in reference to peddlers, cost of biscuits, and soap, and the annual dinner, as well as a couple of presentations occupied the time of the Toronto Retail Grocers Association at their regular February meeting on Monday night. President D. W. Clark was in the chair.

Why Peddler Was Acquitted.

Some days ago a peddler was acquitted here on a charge of "crying out his wares" on the street, and as the amendment to the Hawker's by-law secured by the association last year prevented this, the matter was gone into by W. C. Miller to determine the why and the wherefore of the acquittal. He discovered that through an oversight the city official responsible for such work, did not have the by-law changed on the books so that when the case came up the magistrate dealt with it on the strength of the old by-law. As this allowed hawkers to 'moderately call out their wares,' the defendant in the case was allowed to go.

Mr. Miller stated that the authorities are now sending out notices of the amendment to all hawkers who received their licences since January 1. But one of the aldermen has declared that he will try to have the amendment repealed and the association has this to contend with. Every member was requested to discuss the question with their representative aldermen and the controllers with a view to pointing out why the amendment should not be repealed.

Cost of Twenty-five Cent Article.

A letter was received from the London Retail Grocers Association asking the Toronto body to consider the cost price of a certain 25 cent article. The former maintained in their letter that 19 cents was sufficient as 20 cents only allowed 20 per cent. gross margin from which must be deducted all overhead charges. Some of the Toronto retailers were under the impression that probably 20 per cent. was sufficient on a staple article, whereas others were selling articles costing 20 cents at 28 cents. Neil Carmichael was of the opinion that if invoice cost were lowered it might give the price cutter an opporunity to do damage to the trade.

From the discussion one would infer that the question is one that would bear a great deal of debating. Some of the members were even figuring margins on invoice cost instead of selling price.

Six-for-a-Quarter Discussion.

The London Association also requested that the Toronto organization consider another problem re cost price of a new line a certain large manufacturer is turning out. This line is sold to the grocer at $3.55 per case of one hundred and is intended for a six-for-a-quarter line. The London trade maintained that this is too high, as it only allows the trade about 14.8 per cent. gross margin and they asked the Toronto association to take the matter up wih the manufacturer in question.

From the opinions of those present the reason for this new line is to offset competition from a United States firm who are putting a competitive line on the Canadian market. The price of this is $3.40 in 50 box lots and $3.50 in 10 box lots, the former allowing over 18 per cent. gross margin and the latter over 16 per cent. The London Association thinks that the Canadian firm should lower their price to permit of a higher margin.

The question was gone into at length but it was not definitely decided upon. More will probably be heard at the annual meeting of the Ontario R.G.A.

R. Matthews inquired as to the work done by the Ontario body and secretary W. C. Miller stated that the first year had been practically given over to organization work. Much attention had been given to sending out the petitions re amendments to the Scale Inspection Act and Garnishee Law, to which almost 3,000 signatures had been attached.

Two Presentations.

Interesting incidents of the meeting were presentations to the retiring president, R. W. Davies and Secretary C. F. Thorne. The former was made by W. C. Miller and the latter by J. S. Bond, both of whom eulogized the work of the president and secretary. Mr. Thorne has held the position for 3 years now and has done arduous work in looking after the interests of the association. Mr. Davies was given a handsome traveler's suitcase and Mr. Thorne a cheque. Both replied referring to their appreciation of the gifts.

Andrew Walker, Westmoreland Ave., and Jno. McCuaig, Eglinton, were added as members of the association, their names having been put forward by Pres. Clark.

Decreased Supplies Strengthen Fish Market

Stormy Weather on Atlantic Coast—Lenten Demand, Too, Is Strong and Some Lines Have Completely Disappeared—Montreal Dealers Almost Out of Halibut—Many Prices Firming Up.

Supplies of fish coming in during the past week have been none too encouraging. Cold stormy weather has prevented fishermen from pursuing operations and as result offerings have been light. Cod, haddock and lobsters are mentioned especially as being scarce at maritime points. Supplies of fresh trout and halibut too, are limited, but on account of general scarcity it is expected that packers will get their boats out earlier this year and thus place fresh halibut on the market at an earlier date. Demand for oysters and clams has been brisk during past week. On account of prolonged fine weather supplies in these have become fairly well exhausted, but it is still thought that there will be enough stock to finish up the season. Frosts during past couple of weeks have been severe enough to freeze the juice in the shell, but not enough to weaken the stock.

MONTREAL.

FISH.—The fish market is active and fish men are mostly too busy to talk. The demand has been so great that several lines are sold out completely and the shortage predicted in these columns for some weeks past have become a reality. The Lenten season is in full swing and it seems that everybody must be eating fish from the way orders are coming in. The cold weather has given the dealers more confidence and they are ordering in large quantities, with the result that they are pushing the sale of this line more energetically. Prices are advancing on nearly all lines of fresh and frozen fish. The prices quoted this week are firm and there is a persistent feeling that these will go still higher in a few days. Tom cods are quoted at $1.50 to $1.75 and salt green cod has advanced about 10 per cent., in fact all cods have advanced quite sharply. Haddock is almost impossible to obtain and advices from Boston quote haddock at 18¾cts. which is the highest price quoted in the memory of local dealers.

Boston also quotes cod at 25 cts. and scarce at that price. The quotations are for fish in transit as the market has been completely cleaned up of these varieties.

As the fishing is closed now, the prospect of unloading the heavy stocks of smoked fish is exceptionally good. The colder weather will assist materially in this process and should the weather continue steady, it is quite probable that prices of smoked fish will firm. Local fish dealers report good stocks of haddie, kippers and bloaters.

Nearly all lines of canned fish are firm and in good demand. The tendency is upwards in these lines and an advance is likely to be announced shortly.

There is a good trade in both shell and bulk oysters. The demand is a little heavier than usual at this season of the year. Prices remain about the same as last week, but are shaded a little on large orders.

The price on oysters, however, is weak and the tendency is downwards with a revision likely to be announced at any time.

Halibut is practically off the market here although there are a few obtainable. Vancouver wires scanty supplies and offers a limited amount at 10 cts.F. O.B. Vancouver which means that the Montreal dealers would have to pay almost 20 cts. per lb.

FRESH AND FROZEN.

Flounders	....	0 05
Dressed perch	....	0 09
Fancy spring salmon, per lb.	0 14	0 15
Large herring, per 100	....	1 80
Market cod, cases, 250 lbs., per lb	....	0 05
Less than case	....	0 05½
Smelts, fancy	....	0 12
Haddock	....	0 05½
Halibut, per lb.	....	0 15
Herring, frozen, per 100 fish, medium	....	1 80
Mullets	0 06	0 07
Pike, dressed and headless, lb.	....	0 07
Pike, round	....	0 06
Steak, cod	....	0 06
Mackerel	....	0 10
B. C. red salmon	....	0 10
Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 10
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed), bullheads, per lb.	....	0 10
Black Sea bass	....	0 12
Fancy bluefish	....	0 13
Fancy weakfish	....	0 10

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb....7, 8, 10, 11,	12
Dry pollock, 100 lb. bundles, per bundle	6 00
Shredded cod, 2 doz., in box, per box	1 80
Boneless strip cod, 30-lb. box	0 10

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	1 75
No. 1 mackerel, half bbls.	8 50
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	8 50
Salt eels, per lb.	0 06½
Salt sardines, bbls.	6 00
Salt sardines, half bbls.	3 00
Scotch herring	7 00
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls.	15 00 17 00
Labrador salmon, half bbls.	8 00 9 00
Sea trout, half bbls.	7 00

SMOKED.

Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 10
Haddies, fancy, 15-lb. boxes, per lb. 0 06½	0 07
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish 1 00	1 25
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.	1 90
Bulk standards, gal., $1.40; selects	1 60

TORONTO.

FISH.—With cold weather prevailing and the Lenten season on, trade in fish has been brisk during the past week. Trout are getting pretty scarce and dealers fear that these will soon be out of the market. Fresh fish are holding out pretty well. There is no surplus in whitefish and halibut too are getting pretty low, but supplies coming in are sufficient to take care of the trade for some little time yet. Stocks in qualla salmon on this market are fairly heavy. A few flounders appeared on the market again this week. Supplies of these have been very irregular and at no time has there been any large quantity on the market.

Stocks in oysters continue fine and business is reported as better than a year ago.

FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	0 08	0 09
Flounders, per lb.	....	0 05
Sea herring, per 100	....	2 00
Lake Superior herring, per 100	....	3 50
Cod, per lb. straight	....	0 06
Haddock, per lb. straight	....	0 05
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	....	0 07

Pickerel, per lb. straight	....	0 09
Lake Erie herring, per lb. straight	....	0 06
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

ST. JOHN, N.B.

FISH.—Supplies of fish in the past week have been more or less discouraging to local dealers. Cold, blowy weather in the bay and on the Kennebecasis river interfered materially with the catch. Cod and haddock in consequence came in only in limited quantities though the scarcity did not alter the price. Lobsters have been scarce right through the season largely owing to the bad weather making it impossible for the men to get them. On the river gaspereaux are coming in little better quantities while smelt are about same as regards supply.

HALIFAX N.S.

FISH.—The receipts of fish at Halifax during the past week have been unusually light. Stormy weather conditions continue to interfere with the operations along the coast. The scarcity of fish is bringing a higher return to the fishermen for what they have and a corresponding increase in the price to the consumer. As a result the price has been advanced one cent per pound on all kinds.

The Importance of the Fishing Industry

Various Kinds That Are In Large Demand On American Continent—Interesting Figures on Extent and Value of the Catch—Canadian Exports for Last Fiscal Year.

Fresh, salt, smoked, frozen and shellfish in one form or another is universally recognized as an important food material, and enters, to a large extent, into the diet of the majority of United States and Canadian families. It would possibly be better for the health of these nations if more fish were consumed, and it certainly would have the result of cutting down the present cost of living, as the price of fish and fish products is cheaper than fresh meat in its various forms.

Few, however, have any adequate conception of the great importance of the fishery industry of this Continent and of the immense amount of nutritive material which is every year taken from the salt and fresh waters of this Continent.

Some Interesting Data.

Just to illustrate and to give readers an idea of the immensity of this industry let us quote the recent data collected by the United States Fish Commission:

"It appears that more than 528,000,000 pounds of fish, crustaceans, etc., are annually taken from the waters of the New England States; over 819,000,000 lbs. from the Middle Atlantic States; over 106,000,000 lbs. from the South Atlantic States; 113,000,000 lbs. from the Gulf States; 217,000,000 lbs. from the Pacific Coast; 96,000,000 lbs. from the Mississippi River and its tributaries, and 155,000,000 lbs. from Alaska. The products of the fisheries of the Great Lakes exceed 113,000,000 lbs. annually, and of the minor interior waters 5,000,000 lbs.

In addition to this grand total, thousands of pounds are caught annually by sportsmen, but statistics of the amount are not available. Of course, these amounts are only approximate, as there are thousands of pounds caught annually of which no record can be obtained.

The data represent the products as they leave the hands of the fishermen, except in the case of Alaska, where the figures include salmon after being canned or otherwise prepared for the market. In considering such products as clams, scallops and oysters the weight of the edible part only has been taken into account.

Catch Valued at $58,000,000

The total weight of the fish products of the United States as they leave the hands of the fishermen is about 2,169,000,000 lbs., representing in round numbers as the value of the catch $58,000,000. By the processes of canning, salting, smoking and otherwise preserving, the value of the fish is greatly increased.

There were $15,370,110 worth of fish caught in Canadian waters during the nine months ending Dec. 31st, 1912. The value of the fish caught during the same period in 1911 was only $14,433,025. Of all fish caught the salmon catch was most valuable totaling, $6,804,166 in 1912, as compared with $5,331,733 in 1911.

For the fiscal year ending March 31, 1912, $16,704,678 worth of Canadian fish were exported. United States took $5,378,644 worth, the United Kingdom $5,132,074 worth, while the remainder went to other countries.,

The above figures show the importance of fish in the diet of people. Consumption of fish is increasing every year. Is the Canadian retail grocer getting his share of this natural increase ?

BICYCLE DELIVERY SERVICE.

Grocer States This Works Satisfactorily For Him—Customers Wants Supplied Quickly.

E. E. Martin, a grocer on College St., Toronto, whose trade does not demand delivery of large, bulky and heavy quantities such as a country store might be called upon to deliver, operates a bicycle delivery service which he claims has proven a success to a large degree.

Mr. Martin supplies the bicycles which have a carrier attachment on the front and he says, it is surprising what the boys who operate them can carry. During the week, one and two boys keep the delivery counter clear, while on Saturday three boys are required.

The phone is a big selling force in this store and delivery of small phone orders receive prompt attention. Mr. Martin says he would hate to chase a horse with a wagon up the street to deliver a bunch of celery or some other small requirement that a customer may order over the phone. Considering everything, he says, this form of delivery has been found satisfactory in filling the delivery of this particular business.

Another feature of this store is the display advantage of having the building on a slant. Crooked street lines make it necessary to have the buildings in this section on somewhat of a diamond shape. The front and back walls of the building are on line with the street while the side walls run diagonally, making it possible for one looking in the front window of the store to see almost the entire shelf display, which adds to the selling force.

It is a policy in the Martin store to make things look as bright and cheerful as possible. At the back end of the counter, what would otherwise be a rather dismal looking place, is placed a large mirror, this not only brightens up the corner, but gives life to it. White coats and aprons are worn in serving customers.

Rolled Oat Market has Weaker Tendency

Decline Announced on Some Markets—Both Flour & Cereals Dull—Snow in Eastern Canada Has Helped Flour Trade Somewhat—Some Declines in Mill Feed.

The general situation of the flour and cereal market this week is one of dulness. Demand in all lines is light and little business is being transacted.

The wheat market holds practically same as week ago. Fluctuations have been frequent, but of little account and during past two weeks there hasn't been change of more than two cents. With flour stocks in present condition, and wheat market steady, there appears to be little sign of change.

Receipts of flour for week in Montreal were 6,346 sacks as compared with 21,324 sacks for corresponding period year ago. Portland and St. John exported 62,736 sacks last week while a year ago during same week 110,536 sacks were exported. The decrease is probably the result of the higher rates charged for space this year. Spot stocks of flour in Montreal are 32,259 more than week ago, and an increase of 55,505 sacks over corresponding week last year.

Word comes from St. John, N.B., that demand for flour is much better since heavy snowfall. Rolled oats there have declined and mill feeds too are easier.

Cornmeal is being imported from the States at a price which is tending to pull down Canadian market. Stocks both in corn and cornmeal are heavy in South so that there is little hope for an early advance.

Demand for bran is fair, but owing to mild and open winter and large quantities of rough feed in country demand for all mill feeds has been light.

MONTREAL.

FLOUR.—Trading in flour is only nominal on local market. Prices remain same as last week and have not been affected by the weakness of the wheat market. There seems to be no likelihood of a change until opening of navigation and increased exportation. There is fair demand locally and a good call for car lots for both local and country accounts. This is a good indication that stocks in dealer's and jobber's hands are not large. There seems to be little inclination on the part of the dealers to stock up owing perhaps to the unsettled conditions of the wheat market.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags		4 90
Manitoba strong bakers, in bags		4 70
Manitoba second, in bags		4 30

CEREALS.—Rolled oats are quoted the same as last week and trading is quiet. Prices are weakening. Trading in cornmeal is nominal and rolled wheat is in fair demand. The exports of rolled oats from St. John and Portland for the past week were 8,458 sacks and 3,600 cases as compared with 14,911 sacks and 3,709 cases for the same week of a year ago.

Cereals—	
Rolled oats, in 25 sack lots	$2 12½
Rolled oats, in single bag lots	2 22½
Standard oatmeal, in single bag lots	2 44
Granulated oatmeal, in single bag lots	2 44
Fine oatmeal, in single bag lots	2 44
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels	2 70
Hominy, in 98 lb. sacks	2 15
Cornmeal, in 98 lb. sacks	2 05
Rolled oats, in cotton sacks, 5c more.	

MILL FEEDS.—There is a brisker tone to mill feed market this week with bran in good demand. Buyers, both local and country, have let their stocks get pretty low and are just stocking up again. Orders for car lots are coming in quite freely.

Brain, in car lots, per ton		20 00
Shorts, in car lots, per ton		22 00
Middlings		24 00
Wheat moulee, per ton		26 00

TORONTO.

FLOUR.—Flour market is exceedingly quiet with poor demand. So far as present conditions are concerned, there is nothing to indicate any alteration in price. Ontario wheat market is trifle easier, and with more snow, larger offerings may be expected. Manitoba wheat continues firm. Fluctuations are so slight as not to alter flour market. At present trade is dull, and millers are looking for more snow to liven things up a bit.

Manitoba Wheat.		
1st patent, in car lots, per bbl.		5 30
2nd patents, in car lots, per bbl.		4 80
Strong bakers, in car lots, per bbl.		4 60
Feed flour, in car lots, per ton		28 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 06

CEREALS.—Rolled oats have again taken a decline of 15 cents per bbl., or 7½ cents per sack. This is due to some extent to manipulation, but conditions of the market also warranted decline. Demand is light, and stocks now becoming fairly heavy. With colder weather heavier demand is looked for.

Cornmeal too is easy. American cornmeal can be brought in and sold here at a price to compete with our meal and this is tending to lower market.

Rolled oats, small lots, 90 lb. sacks		2 15
Rolled oats, 25 bags to car lots		2 05
Standard and granulated oatmeal, 98-lb. sk., small lots		2 35
Rolled wheat, small lots, 100-lb. bbls.		2 75
Rolled wheat, 5 barrel to car lots		2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Another slump of $1 in price of millfeeds took place on Tuesday. Usually at this season prices on mill feeds are advaneing but this year there has been so much rough feed in the country that demand has been light. Grinding at present is heavy and with light demand, stocks are piling up rapidly. There is thought to be a considerable amount of manipulating being done on this market, hence declining prices.

Bran, in car lots, per ton		19 00
Shorts, in car lots, per ton		21 00
Middlings	24 00	25 00

WINNIPEG.

FLOUR AND CEREALS.—There is an improving export inquiry for flour and a satisfactory domestic trade. Prunes remain unchanged.

Flour—		
Best patents, per bbl.		5 40
Seconds, per bbl.		4 80
Bakers', per bbl.		4 00
Rolled Oats—		
Rolled oats, 80 lbs.		1 90
Standard granulated, 98 lbs.		2 40
Cornmeal, sack, 98 lbs.		1 75
Wheat granules, 98 lbs.		2 65
Bales, 16s		3 08

Produce & Provisions

Provision Market on the Upward Trend

Live and Dressed Hogs Advancing Due to Scarcity and This is Followed by Advances on Many Hog Products—Year of High Prices Predicted—New Zealand Butter in British Columbia—Egg Situation Clearing as Storage Stocks are Moving Out—Losses Will be Quite Heavy.

There has been a firm feeling in the whole provision market during past week. Owing to light receipts of raw material all hog products are holding firm although demand for same is not great owing to some extent to the Lenten season being on. But considering conditions, dealers are well satisfied with trade which is passing and expect prices to continue firm.

New Zealand butter has been a strong feature on Vancouver market and has also commanded some sales on Eastern markets, but in Toronto little has been handled. A year ago prices were such as to enable dealers to ship Eastern butter to Vancouver, but this year with an advance of 4 cents in price, Vancouver has had to look to another market, hence the importation of New Zealand makes. Ontario dealers state that while New Zealand butter is a finer grade than Ontario, being all grass make, and contains only 10 per cent. moisture as compared with 16 per cent. here, still they claim the grain is closer, and flavor not so good. It is the price, they state, which prevents Ontario butter commanding sales on the coast. There is a big market at the coast and large quantities of butter have to be imported. "Every boat that comes here from New Zealand," says our Vancouver representative, "carries a cargo of butter, and New Zealand butter heads the list in getting the patronage of British Columbia and the States to the south along the coast."

The egg market in the south looks pretty sick on account of large offerings of new laids. Storage stocks are becoming pretty well worked down, which is an encouraging feature to all holders.

MONTREAL.

PROVISIONS.—"Up, Going up, Gone up" is the tone pervading the provision market here this week and it is even predicted that this year will see new record for high prices of nearly all lines of pork products. Hogs are exceedingly high and are going higher as the supply is only about half what the trade can use. Outlook for hogs is discouraging to the packers as conditions point to serious shortage and production this year is away below that of previous years while the demand is steadily increasing. It is anticipated that there will be another advance this week and as hogs are costing the packers $9.75 per cwt., another advance they claim is justified. Dressed hogs are selling at $14.00 per cwt. The demand is mostly for bacons and hams. English breakfast and Wiltshire being favorites. Lard is firm with brisk demand. An advance is anticipated by the end of the week in pure lard as the stocks are comparatively low.

Long clear bacon, heavy, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14½
Large sizes, 20 to 28 lbs., per lb.	0 15½	0 16
Medium sizes, 15 to 19 lbs., per lb.		0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 18	0 18½
Bone out, rolled, large, 16 to 25 lbs. per lb.		0 17
Bone out, rolled, small, 9 to 12 lbs, per lb.		0 20
Breakfast bacon, English, boneless, lb.	0 19	0 20
Windsor bacon, skinned, backs, lb.		0 22
Spiced roll bacon, boneless, short, lb.		0 15½
Picnic hams, 6 to 12 lbs.		0 14
Wiltshire bacon (50 lb. sides)		0 18
Cottage rolls, small, about 4 lbs		0 18
Rolled ham, small, skinned, boneless	0 26	0 26½
Hogs, live, per cwt.		9 75
Hogs, dressed, per cwt.		14 00
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 14½
Cases, tins, each, 10 lbs., per lb.		0 15
Cases, tins, each 5 lbs., per lb.		0 15¼
Cases, tins, each, 3 lbs., per lb.		0 15¼
Pails, wood, 20 lbs. net, per lb.		0 14¾
Tubs, 50 lbs. net, per lb.		0 14⅝
Tierces, 375 lbs., per lb.		0 14¼
One pound bricks		0 15½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 09¾
Tubs, 50 lbs. net, per lb.		0 10⅛
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks, 60 lbs. to case		0 11¼
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces		27 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		28 00
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel		None offered
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied hock, 6 lb. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—Prices remain unchanged with a fair demand. There is considerable New Zealand butter on local market and it is having effect of maintaining prices at present level. The supply of butter on spot is sufficient to take care of the demand. The demand is for small lots principally and orders for car lots are few and far between.

Creamery blocks		0 30½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 28	0 28¼

EGGS.—Although the thermometer has been hovering around the zero mark for nearly two weeks, new laid eggs have declined 3c from the prices quoted last week. Supplies coming forward are quite plentiful and while weather has been cold, roads are in fine condition enabling farmers to bring in their stocks of new laid eggs. Storage eggs remain steady at prices quoted last week and are quite firm at that level. Six hundred and thirty-one more cases of "new laids" were received this week than last and the decline in prices can be attributed to this cause. Should the weather continue fine prices will likely decline a little every week but, should storms block the roads, making it difficult for farmers to get into town prices will advance as the shortage thus caused would fully justify such a course, since supply in dealer's hands here is limited. Storage stocks are low and in some cases exhausted. This situation accounts for the large importations of eggs from the United States.

New laid eggs, per doz.	0 32	0 34
Selects		0 25
No. 1's	0 18	0 22

CHEESE.—Trading on local market has been rather dull during past week. Receipts were 105 boxes less than previous week and 33 boxes less than the same week of 1912. London cables report market for Canadian cheese as unchanged with steady demand.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin		0 15
Stilton		0 18

POULTRY.—Supplies of poultry are scarce and prices quite firm. While the demand is not heavy at this season of year, the receipts are especially small and are hardly sufficient to supply the wants of buyers.

Poultry, Dressed—		
Turkeys, per lb.	0 22	0 23
Ducks, per lb.	0 14	0 17
Chickens, per lb.	0 16	0 18
Fowls, per lb.	0 14	0 15
Geese, per lb.	0 13	0 14

HONEY.—Trading in honey is quiet and prices remain steady. Supplies are ample to take care of the demad.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—A quiet, steady tone prevails in provision market with little sign of change. Offerings in hogs continue light and as result not only are high prices being maintained but further advance has been made this week, fed and watered being quoted at $9.00. Demand for hams is steady but rather inclined to be light. Stocks are ample to take care of trade. Lard continues firm and is moving out well at advanced prices.

Smoked Meats—		
Light hams, per lb.	0 17	0 17½
Medium hams, per lb.	....	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13¾	0 14
Lard, tubs, per lb.	0 14¼	0 14½
Lard, pails, per lb.	0 14½	0 14¾
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	....	9 00
Live hogs at country points	8 65	8 75
Dressed hogs	....	13 50

BUTTER.—A general easiness in tone prevails in butter situation. Demand is poor and little is moving. Speaking of local situation, one dealer said: "Toronto is suffering from a surplus supply of dairy butter which is not up to the standard." With regard to farmers' separator, another dealer states that at 26 to 27 cents farmers' separator is going the limit. There is little coming in worth that.

Prices on New Zealand butter are high, it costing 31 cents laid down here. This leaves little or no margin for the Toronto wholesaler.

	Per lb.	
Fresh creamery print	0 31	0 33
Creamery solids	0 29	0 30
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 22	0 23
Dairy solids	0 20	0 22

EGGS.—The whole egg market is in pretty poor shape. Market for strictly new laids is active but on the decline, prices ranging from 29 to 32 cents. "Storage eggs are pretty sick," said one dealer. "I wouldn't let anybody out if he came in and offered me 17 cents for them." Fresh eggs are coming in much larger quantities into Chicago and making that market look pretty bad for holders of storage. Latest quotations from there give strictly new laids 19 to 22 and storage 12 to 13 cents. Warm weather here would also have a depressing effect on this market.

One hopeful feature for those who have had heavy storage stocks is that such stocks have now become very much reduced. The number of storage eggs in Chicago is very much less than a week or so ago and thus prospects are looking a little brighter.

Eggs—		
Strictly new laid, per doz.	0 29	0 32
Storage, per doz.	0 17	0 20
Pickled, per doz.	0 15	0 16

CHEESE.—Cheese continues quiet but firm. Demand is good for season. Stocks in Toronto are fairly heavy but not too great for demand.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Poultry market is firm for fresh. Choice spring chickens are scarce and sell at from 20 to 22 cents. All fresh stocks are scarce. Frozen stocks are much more plentiful and prices continue firm.

Spring chicks, milk fed, lb.	0 18	0 20
Spring chickens, dressed, lb.	0 14	0 18
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 22	0 24
Geese, dressed	0 16	0 17

HONEY.—General firmness prevails. Demand is at present light but it is thought that as the Lenten season advances all syrups and honey will move more freely. Stocks locally are light.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

BUTTER, EGGS AND CHEESE RECEIPTS.

Montreal, Feb. 20.—(Special).—The table below shows the receipts of butter, cheese and eggs for the week and season to date, with comparisons:—

Receipts.	Butter, pkgs.	Eggs, cases.	Cheese, boxes.
Week ending Feb. 15, 1913.	668	3,295	155
Week ending Feb. 8, 1913	1,991	2,664	50
Total season to date, May 1st, 1912-1913	466,950	248,049	1,787,010
Total corresponding season of last year, 1911-12	495,642	234,487	1,831,515

What Should be Cost of Ten Cent Article?

London Grocers Discuss This Question And Think It Should Not Be More Than 90 Cents—Cost of Biscuit Tins Taken Up And Consideration Promised—Law Explained Regarding Giving Tobacco to a Minor—Written Order Must Be Made Out—A Social Evening, Too.

London, Ont., Feb. 20.—(Special.)—The Retail Grocers' Association put on a double bill at the Board of Trade rooms on occasion of their last regular meeting. The early part of the evening was devoted to regular business, afterwards an "At Home," as the notices called it.

Harry Ranahan reported for the deputation re the cost of biscuit tins. He had an interview with Mr. Currie, of the D. S. Perrin Co., who is secretary of Ontario. Mr. Currie went into the mater quite fully with Mr. Ranahan, and assured him it would be given every consideration by the manufacturers.

Cost of a 10-cent Article.

While Mr. Ranahan was discussing other matters with representatives of the biscuit manufacturers he brought up the question of the grocer paying 96c per dozen for package sodas, to retail at 10c per package. He claimed that the grocer should not pay more than 90c per dozen for any 10c article.

Norman McLeod thought that if the manufacturers could not put the 10c packages up for 90c per dozen they should reduce the size of the package.

Adam Palmer contended that as it is now the grocer is working for the manufacturer.

The Secretary read letters from a couple of biscuit firms re empty packages.

There was also a lengthy discussion with regard to the advance in the price of certain brands of tobaccos. It was thought that the profits to the retailer were now not very lucrative, and it was finally decided to leave the matter over for the Provincial Association to deal with.

Law Re Selling Tobacco to Minors.

Adam Palmer reported that he waited on the Police Magistrate with regard to fining a local grocer $10 for selling tobacco without an order. The Police Magistrate claims he had no alternative, and that he could not even have allowed suspended sentence. The law, he said, is very strict in this matter, and leaves no room for doubt. Every time a minor is sent for tobacco an order signed by the father must accompany it. A general order covering a month or a year will not do. Also a grocery order with tobacco on it even if signed by the parent does not cover the law. There must be an order in every case signed by the father.

Wound Up With Entertainment.

After the business was transacted the local city travelers were invited in from the ante-room, and President John Diprose introduced the program of the evening, which was greatly enjoyed by all present. Those taking part were John Taylor, Fred Jones, A. Baker, M. McKeough, Cyril Hayes, Thos. Ranahan, and the Excelsior Male Quartette. All received encores. Ex-Secretary Hayes is certainly a fine elocutionist.

The committee, who deserve credit for the splendid program, were E. J. Ryan (chairman), G. B. Drake and Jas. McKenzie.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per dos., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.
Potato Flour (finest) in 10c cartons, per doz., 90c.
Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2. lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars. 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes. lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins. whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
Germsn Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.	
Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES.

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemon ade, St. Nicholas, 50 qts.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs., 3-lb. bars, lb.	0 09
Case 25 lbs, 11-lb. bars, lb	0 08
Case 50 lbs. ¾-lb. bars, cs	3 75

"La Lune," 65 p.c. olive oil.

Case 12 lbs, 2½-lb. bars, lb	0 08½
Case 50 lbs, ¾-lb. bars, case	3 35

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Paates, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett—	
Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25

Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI CY., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contsins 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.
Richards Quick Naptha Soap.
GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Don't Blindfold Yourself to The Possibilities of the Western Trade.

This is the only way you could possibly be ignorant of the vastness of the trade that is being or can be done in Western Canada.
There is not one line of goods that is not in demand in the West at the present time. Your line is wanted and we, with our five immense warehouses in the best sections, and large selling force offer our services to introduce your line. Get in touch with us, for we are in touch with the trade.

Drop a card to-day.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at $1.00 the dozen.

Established 1854.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

Come Out OF THE DARK!

FREE

White Dove Cocoa-nut Purity

To those few dealers who do not know White Dove Cocoanut, we will be glad to send a generous supply free of all charge.
Your name will fetch it.

W.P. Downey
MONTREAL

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.
Owen Sound, Ontario

TRACUZZI'S LEMONS

are very fine, try

"St. Nicholas"
"Home Guard"
"Puck" and
"Kicking"

They Always Satisfy

J. J. McCABE
Agent
Toronto, - Canada

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE

MacLean Publishing Co.
145-449 University Ave., Toronto

A want ad. in this paper will bring replies from all parts of Canada.

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

Marmalade Oranges

Our last shipments for the season are here. Better not delay placing order. Quality Extra Fancy.

Sizes 160's and 200's.

Florida Tomatoes, Pineapples, Head Lettuce, etc.

WHITE & CO., LIMITED

TORONTO

Wholesale Fruit and Fish

Fancy Florida Grape-Fruit

and

Increased Sales

The two go together when you handle our Brand. Order a box to-day and be convinced of the Superior Quality

Smooth, Heavy, Juicy, Fruit

We have all sizes.

Pineapples, Tomatoes, Celery,
Valencia Oranges, Navel Oranges,
Bitters, Bananas, Lemons.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and NORTH BAY

Established 1861

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut Cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalogue No. 41. They are free.

KINGERY MFG. CO.

Cincinnati, Ohio

Every Arctic Refrigerator is backed by a long line of ancestors that have made good

Thousands of the best grocers, butchers, institutions and private houses have used and are using the Arctic Refrigerator. It is absolutely sanitary, all parts separable, and is finely finished throughout. Nothing to rust or to collect dirt. Cold, dry air circulates freely. Send for our new catalogue and let us give estimates on your special requirements.

AGENTS IN WEST:

J. UPRICHARD, - - -	Regina, Sask.
J. D. BRACK & CO. - -	Winnipeg, Man.

JOHN HILLOCK & CO., Limited

TORONTO, ONTARIO

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

Talk Money Into Your Pocket By Selling

SOCLEAN

Soclean is the original dustless sweeping compound; it absolutely lays dust, saves labor, dusting, scrubbing, etc. Soclean kills moths, cleans carpets and does numerous other things that go to make it popular with the housewife. Soclean is a good seller.
Put up to retail at 25, 45 and 75c per pail.

Soclean Limited

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we **specialize** on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at **extra special value to the Jobbing Trade.**

Write for samples.

STEVENS-HEPNER CO., Limited

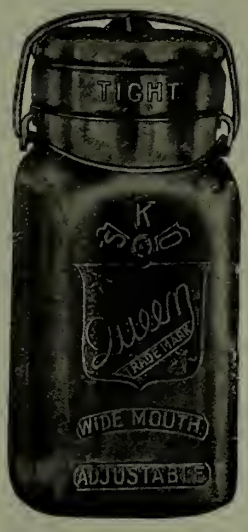
PORT ELGIN, ONTARIO

Humpty Dumpty EGG CRATES

Carload just received from the Patentee---the Wholesale trade Supplied (and protected on price).

Walter Woods & Co.
HAMILTON and WINNIPEG

THE biggest and best selling, the most perfect and practical jar for you to stock and sell is the **"Queen" Square Fruit Jar.** Made of clear white flint glass with large mouth, and equipped with adjustable fastener. Your patrons will be delighted with the practicalness of this container, giving you excellent opportunity to do a big trade during this coming season. Profits are good. Get your orders in now.



Manufactured by
SMALLEY, KIVLAN & ONTHANK
BOSTON, U.S.A.
For sale by all first-class dealers in Canada and United States.

DO YOUR CUSTOMERS KEEP POULTRY, HORSES, CATTLE, HOGS, SHEEP, OR DOGS?
Sell them

QUINQUINOL

(Pronounced Kin-Kin-All)

the STOCK FOOD of HIGHEST QUALITY, has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

QUINQUINOL for Horses, Cattle, Sheep, Hogs, Dogs, Poultry, etc., etc., offering you a good opportunity to build up a strong "Stock Food" business with your country patrons. We can show you copies of hundreds of orders received from grocers for **Quinquinol**, surely a guarantee of its great qualities.

50% PROFIT and Exc usive Territory

$4.00 per dozen gallon tins. Retail at $6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted.

QUINQUINOL STOCK FOOD CO.
69 ST. TIMOTHEE STREET, MONTREAL

When Your Customers Ask For 'Soap Powder'

SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

WORLD RENOWNED

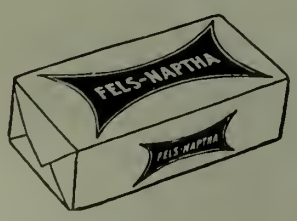
BRAND STUHR.

STUHR'S
GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
Sold by all High-Class Provision Dealers.
C. F. STUHR & CO., HAMBURG.

SOME

of your customers, Mr. Grocer, would just as soon buy a ***carton*** of Fels-Naptha: they can afford to buy ten bars, and convenience would prompt them to do so were you to solicit it.

Why not turn that much profit?



LEITCH ANCHOR BRAND OAK LAKE

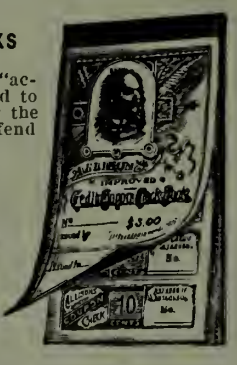
Buy Anchor Brand Flour and you will not want your money back; all delighted; all trade bringers, no complaints or quibbles about quality. Join the happy throng. 16

Anchor Brand Flour

Manfd. by
Leitch Brothers Flour Mills
Oak Lake, Man.

Reduce Credit Risks

The longer an "account" is allowed to run, the greater the risk. If you offend the credit customer you may lose both customer and his "account." If you let him go on you stand a chance of losing still more.



ALLISON Coupon Books

reduce the risk because they enable you to hold the credit customer "in control." And they please the customer—that's a big thing.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By the Jobbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

SUGGEST MAPLEINE

to your customers as a change of "Flavour." It can be used like lemon or vanilla.

It makes delicious table syrup when added to white sugar and water.

Order from your jobber or
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

The Menard Commercial Car

Why It Pays

An auto delivery car will do from two to four times as much as a horse and wagon outfit.

The promptness and efficiency of an auto delivery system draws trade—the dealer who gives the best service gets the most trade.

Larger territory can be covered, making a larger business. A Car will not tire out—many long trips can be made in a day.

When not in use the car is little or no expense. The cost of a car is figured as a necessary expense, the efficiency determining to a large extent the concern's standing among its customers.

THE MENARD COMMERCIAL CAR is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables you to give a greater service.

Write for information to-day. It costs nothing.

Menard Commercial Motor Car Co'y

WINDSOR, ONT.

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.50
Princess Condensed Milk, 4 dozen in case - -	$4.20
Banner Condensed Milk, 4 dozen in case - -	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON

St. George **Ontario**

PARAFFINE

Wax Candles

A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.

THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

The Imperial Oil Co., Limited

Toronto, Winnipeg, Montreal, St. John, Halifax

A MAN IS KNOWN BY THE COMPANY HE KEEPS --- A MERCHANT BY THE GOODS HE SELLS---

Every time you sell a package of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

you give your customer one more proof that you are a quality grocer.

That's one reason why it pays to specialize on the 57 Varieties. The others are steady demand—easy sales and quick turn-over of capital.

H. J. Heinz Company

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

THE KING OF SARDINES

—KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.

Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

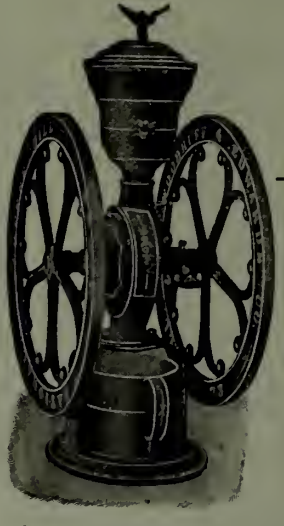
By Special Royal Permission.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario



THE ELGIN

National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Showing Electric Recorder and Cash Till

WHY NOT

let the McCaskey Account Register do your bookkeeping? It will save you time and trouble copying your accounts, prevent errors, stop forgotten charges, keep your delinquent creditors in check, and save you much worry and nightwork.

With Only One Writing **The McCaskey System** The End of Drudgery

prevents misunderstandings with customers and improves collections. In case of fire it protects you against loss of insurance—your claim is quickly adjusted without dispute.

One of our 30 travelling men is near you. Let him show you where and how and why you need The McCaskey System and how it will pay for itself several times a year, as it does for a hundred thousand users.

Write to-day without obligation on your part.

Manufacturers of "Surety" Carbon Back Counter Check Books

The Dominion Register Co.

LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conssientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huhand, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

"Sterling"

BRAND

the word that counts for something. Through a long series of years the word "Sterling" applied to Pickles, Catsups, Sauces, Jams, Jellies, Marmalades, Mincemeats, Lime Juice and Summer Drinks (in season) means all that the word itself means—and that is much.

"Of the Purest Quality"

Dealers who cultivate the highest calls of trade can with confidence recommend "Sterling" products.

THE T. A. LYTLE CO.,
Limited

Sterling Road - Toronto

D. W. C.

SPANISH OLIVES

Are Unexcelled

Mr. Grocer, do you realize the exceptionally big value you can give your customers, by featuring D. W. C. Spanish Oilves? Customers get quality and quantity—they come back for more.

ROWAT & CO.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada **Buffalo, U.S.A.**

An Assured Demand

The quality of Canuck Rolled Oats is backed by extensive advertising.

Quality and Publicity go hand in hand in getting the trade of the consumer. Canuck Rolled Oats have already won many friends and are continually enlarging this circle.

Keep Canuck Rolled Oats to the front.

A big demand is assured.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Company, Ltd.

Toronto, Ontario

Montreal Office---109 Youville Square

We Make An Inducement

to the dealers in order to get acquainted with them, by offering to ship 6 tins of PARIS PATE as a trial lot, freight prepaid to every one who sends us fifty cents.
PARIS PATE is the most exquisite among all delicacies, is always ready for use. Contents of tin will keep good for five years if container is not opened.
Taste it yourself and you will recommend it to your customers.

Our first week here saw sales amounting to 15,000 tins, and before long we are confident that our output will be double that of our factory in Dijon, France—50,000 tins per day.

We use in its making only the finest meats and spices that money can buy, combined with the most exquisite French cooking.
Its preparation is entrusted to expert French chefs and to specialists in every department of our large factory.
The best proof is in the eating.

PARIS PATÉ SANDWICH

THE ACME OF FRENCH CUISINE **ITS SUCCESS ASSURED**

RELIABLE AGENTS WANTED AT ONCE

La Société Francaise de Produits Alimentaires
Montreal

Bovril Never Spoils

It has been tried and proven in every climate and has always given unequalled satisfaction. It never spoils in hot or wet seasons, never freezes in the lowest temperature.

This feature, combined with a good profit and a steady sale, makes Bovril a very desirable stock to handle. Replenish your stock now.

BOVRIL LIMITED, Montreal, Que.

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from $25.00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"
"Regal," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

Century Salt

Purest of Pure Salts

The exceptionally pure crystals of Century SALT is an evidence of the extreme care taken in the manufacture of this staple table condiment. Century Salt contains no impurities or adulterants, which fact has popularized it with Canadian people. We ship promptly. Order to-day.

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

"RED ROSE" BAKING POWDER

The immense quantities of "Red Rose" specialties that are shipped to all parts of Canada is proof that they are not only of local fame but are fast becoming poular throughout the trade.

"**Red Rose**" **Baking Powder** has no equal on the market for all-round baking. It gives 100 per cent. satisfaction at all times, both to the consumer and the retailer.
There's good profit in "Red Rose."

"RED ROSE" JELLY POWDER

For your own satisfaction, if you do not know the virtues of "**Red Rose**" **Jelly Powder,** let us send you a sample package. Have it tried out and proved.
You will find it the equal of the best and far superior to many jelly preparations now being sold. The "Red Rose" packages are attractively labeled and help to sell the goods—the quality then does the rest.

Write to-day.

We are open for Agents for Ontario and British Columbia

A. W. HUGMAN, Limited, MONTREAL

A Friend of the Grocer

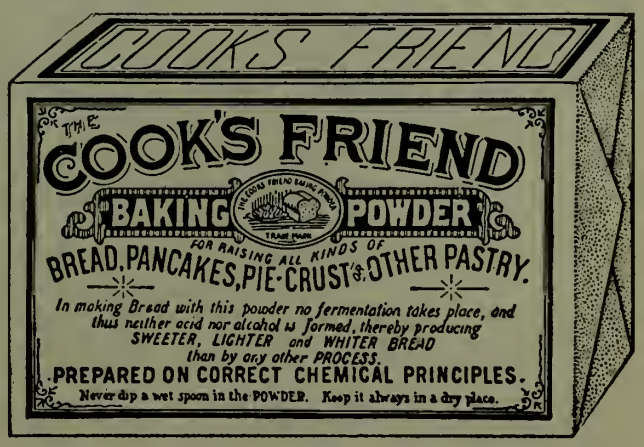
because it sells without much pushing—quality and advertising make it popular. Sales are numerous and continual.

A Friend of the Cook

because **Cook's Friend Baking Powder** always puts the the baking at its best. Made from pure grape cream of tartar and contains no alum or other deleterious ingredients.

Purer than the Law Demands. Contains No Alum.

W. D. McLAREN, Limited **MONTREAL**
Agents
JOHN J. GILMOR **WINNIPEG, MAN.**


COOK'S FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must he added to cost to cover postages, etc.

MISCELLANEOUS

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single-carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MR. EMPLOYER WHO WANTS A STENOgrapher. The Remington Employment Department will save you the waste of time involved in interviewing a number of applicants. Tell us your requirements and we will immediately send you a stenographer competent to satisfy your needs. We make no charge for our services. 144 Bay Street, Toronto.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

FOR SALE

FOR SALE—A TWO FLOOR BOWSER COAL oil outfit in good order, capacity 100 gallons, steel tank, one gallon pump, price $50.00. Write C. T. Woodside, Saskatoon, Sask.

SITUATION WANTED

GROCERY CLERK, AGE 19, WITH 5½ years' experience, would like to secure position in the West. Apply Box 462, Canadian Grocer, Toronto.

REPRESENTATIVES WANTED

AN OLD ESTABLISHED LONDON HOUSE requires in each of the leading towns an energetic representative with connection among wholesale grocers, large storekeepers, manufacturing confectioners, jam makers and other businesses of the same class. Bankers' references given and required. Box 96, The Canadian Grocer, 88 Fleet Street, London, England.

WANTED—SALESMAN WITH HEADQUARters in Winnipeg, to represent packer and shipper of foreign fancy groceries in territory of Alberta, Manitoba, and Saskatchewan. Terms, etc., will be discussed with applicant in person. Apply Box 463, Canadian Grocer, Toronto.

MISCELLANEOUS

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
446 St. Urban St. - Montreal

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

Hand Over Your Bad Accounts For us to Collect
No matter where your bad account may be in Canada or the "States," we will collect your account. You are relieved of the trouble and get your money back. Write for forms to-day.
The Nagle Mercantile Agency
WESTMOUNT QUE.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal Agents.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A highly recommended sweeping powder, sold only in bulk; a strong, pleasant disinfectant.
"NO-DUST"
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

TWO CENTS PER WORD
You can talk across the continent for two cents per word with a WANT AD. in this paper.

KIT

COFFEE

"Perfectly simple to make
Simply perfect when made"

just send a postal—now, saying—"send sample and advertising offer."
It will only take a minute and it's worth dollars to you.

KIT COFFEE CO. GOVAN, GLASGOW

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W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.
FREDERICK E. ROBSON & CO. TORONTO

PRIDE of CANADA

Maple Syrup Maple Sugar

There is no doubt as to the quality of these goods and retailers will find "Pride of Canada" the one brand which will give entire satisfaction.
Pure goods always pay.

Place your order now. Be sure of delivery.

Maple Tree Producers Assoc.
LIMITED
Montreal

Still Some Lines to Clear

AND QUALITY RIGHT, TOO

CANADIAN CANNED GOODS.

Vegetables—Tomatoes, Corn, Peas, Haricots, Beets, Asparagus, etc.

Fish—Salmon, Sardines, Lobsters, Herring, Oysters, Codfish.

Fruits—Apples, Raspberries, Strawberries, Pears, Peaches, Plums.

IMPORTED AND CANADIAN JAMS.

Crosse & Blackwell, A. Millar's, Dewer's, Cairns', Maconochie Bros. (Imported), Aylmer, Goodwillie, Upton, etc.

DRIED FRUITS.

Currants—Victoria and Parthenon Brands, in 36 one-lb. pkgs.

Royal Excelsior, loose, 25 lbs.

CALIFORNIA RAISINS.

"Rose" and "G. & S." Brands, in 36 1-lb. pkgs.

"G. & S." Brand, in 50 12-oz. pkgs.

"DRAGON" Brand, 45 12-oz. pkgs. (seeded).

MALAGA TABLE RAISINS.

Conqueror, Empress, Duchess, Princess, Countess, in 1-lb. bundles and in 5½ and 22 lb. boxes.

VALENCIA RAISINS.

Rowley F.O.S., in 28 lb. boxes.
Rowley Selected, in 7 lb. boxes, 4 crs. layer, 28 lbs.

EVAPORATED FRUITS.

Apples, in 50 lb. boxes; Pears, Peaches, Prunes, Apricots, in 25 lb. boxes.

Peels, Figs, Dates, Nuts, Shelled Nuts, Peanuts.

Write, Phone, Wire at once.

LAPORTE, MARTIN & CIE, LIMITEE

Tel. Main 3766 568 St. Paul St., MONTREAL

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Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

By Royal Warrants of Appointment to HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
and for 22 years TO HER LATE MAJESTY QUEEN VICTORIA

It Takes No Effort

to sell Cairns' Marmalade — it is pure, toothsome and delicious. Every sale means a repeat. Stock well and display.

Alexander Cairns & Sons
Paisley, Scotland
Canadian Agents:
Snowdon & Ebbitt
Montreal
McLeod & Clarkson,
Vancouver

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO MONTREAL WINNIPEG

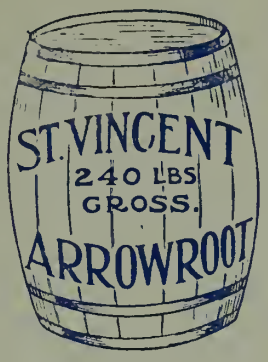
Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

A Money Earner and Money Saver

When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, . ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto.
L. H. Millen, Hamilton, Canada

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

THIS IS THE 1,316th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, FEBRUARY 28, 1913 No. 9

Lawrason's Snowflake Ammonia

spells

Satisfaction, Reputation, Profit

Imitators will tell you that there's more money for you in their products than in the genuine and original article.

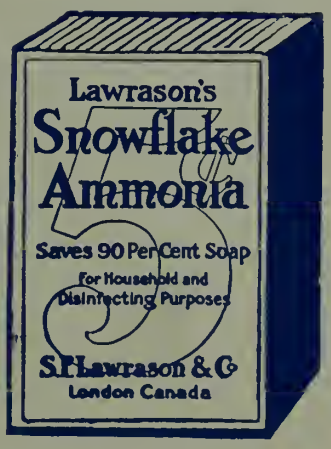
They'll even show you how the individual sale means a little extra profit, but—Stop and figure out the proposition for Yourself.

Consult your best interests! As a practical Grocer you can do this better than most of the specialists and "slick" Salesmen can do for you.

Get down to brass tacks —**You're out for success** — The sale you make to-day is not worth a continental unless it helps to create a sale to-morrow. It's worse than merely detrimental to your business if it kills future sales—breeds dissatisfaction —and turns customers away, and you know it.

Now, Mr. Grocer! When anybody tells you that a weak imitation is just as good as **Lawrason's Snowflake Ammonia**, what's your honest opinion? Even suppose the single sale shows more profit, what's your **candid business judgment?**

This—the fellow's trying to curtail your profits at the end of the year. That's all.



Here are the reasons—Lawrason's Snowflake Ammonia is the original—the result of **specific** process of manufacture.

A powdered Ammonia, "just as good," cannot be sold cheaper. There isn't a powdered counterfeit on the market that will do what **Lawrason's Snowflake Ammonia is guaranteed to do.** Besides—a multitude of Canadian women know exactly what Lawrason's Snowflake Ammonia will do. They tell their neighbors about it.

Show them how it does a score of things cleaner and better than anything else.

And even suppose our aggressive and persistent advertising meant nothing (we know it means much), the opinions of these women would sweep our business on to success.

It pays you best to handle a **well-known** and a **well advertised** article like **Lawrason's Snowflake Ammonia.**

S. F. Lawrason & Company, London, Canada

LUSCIOUS and FRESH ORANGE MARMALADE

Upton's New Season Orange Marmalade has been going out rapidly ever since it was ready for delivery. The consumers know and appreciate the high quality and deliciousness of the Upton products and a big and continuous demand is assured.

UPTON'S

Pure Orange Marmalade, Pure Fruit Jams and Jellies have won the favor of most dealers and consumers in Canada. The finest fruits, best sugar, expert workmen and modern machinery all go toward making Upton's the "Quality superb."

See to your stocks at once.

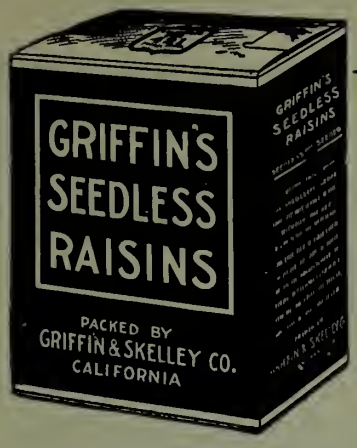
Order from your wholesaler.

The T. UPTON COMPANY Limited
HAMILTON ONTARIO

"Griffin & Skelley" Sterilized Prunes

Griffin & Skelley pack **only** Sterilized Prunes — Sterilized with hot steam — Not dipped — No abnormal shrinkage — No living animal matter—No bacteria or germs—when "Sterilized" in this way. If seeking highest quality in Canned Fruits, be guided by the reputable name of "Griffin & Skelley," and you'll be absolutely safe.

The Best Only
Always the Best



Seedless not Seeded

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.

"Griffin & Skelley's" Canned Fruits

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples—fruits of recognized canned excellence. By the name "Griffin & Skelley," you shall know these products as safe canned fruits to buy and sell.

We sell only the best of its kind

Arthur P. Tippet & Co.

AGENTS

MONTREAL - TORONTO

HIGH GRADE **CONFECTIONERY**

SOME OF OUR SPECIALTIES:

"ATLAS" SELECTION

The finest machine-made drops on the market. Packed in clear white jars, 1 lb., 2 lb. and 4 lb. size, and 7 lb. blue enamelled tins.

FONDANTS

Delicately flavored. Beautifully shaped.

TURKISH DELIGHT

Made exactly as in Constantinople. None finer manufactured. The 8 oz. decorated tins sell splendidly.

Although the **quality** in all cases is perfect, the prices are by no means unreasonable as you will see by equiring of our special representatives.

Mr. BERNARD PINK c/o Canadian Grocer
E. T. Bank Building, MONTREAL

Messrs. EMERSON, BAMFORD CO.
VANCOUVER, B.C.

OR DIRECT TO

E. & T. PINK, LTD.
LONDON, ENGLAND

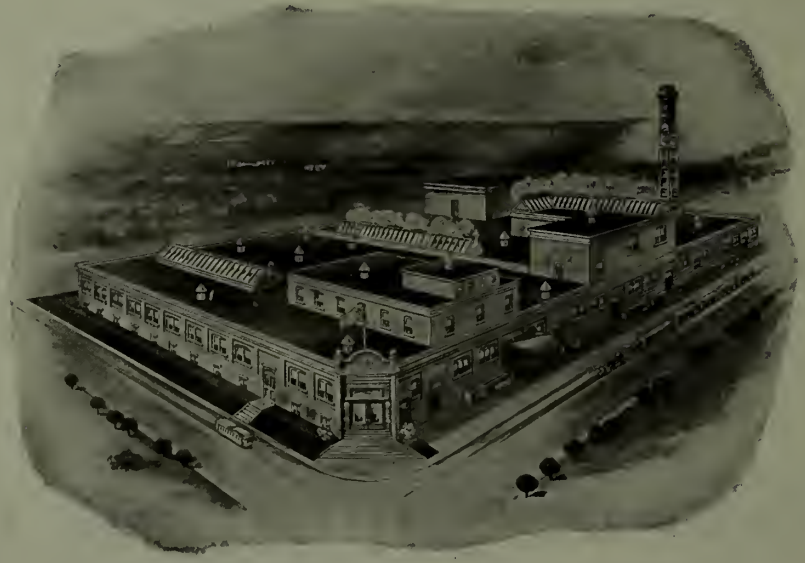
WAGSTAFFE LIMITED

NEW SEASON'S 1913

SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.



PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

For Quality in Milk Products Sell **BORDEN'S**

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(THE ORIGINAL)

(UNSWEETENED)

(WITH MILK AND SUGAR)

Are your patrons getting the best in Condensed and Evaporated Milk Products? Borden's have been Leaders of Quality for over 56 years and have received highest awards wherever exhibited.

Borden's for quality, purity and deliciousness.

Borden's for big sales.

BORDEN MILK CO., Limited

"Leaders of Quality"

MONTREAL

Branch Office: **No. 2 Arcade Building, Vancouver**

NOW

For the Big Boost

Are You Ready For the Spring House-cleaning Campaign?

There is every indication that Spring housecleaning will commence early this spring. Why not start the campaign by displaying the various cleaning materials in your windows. A good showing of "Soclean", telling its wonderful qualities, will boost your sales and bring good profits.

"SOCLEAN" is the original dustless germ-killing sweeping compound. Order your stock today. Try it in your store. Sold in pails or barrels.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. Gilmor & Co., Winnipeg. Agents for Montreal: Hedley M. Suckling & Co. Agents for Ottawa: W. R. Barnard & Co.

Are You Ready

with a good stock, a nice window or interior display, are you ready to recommend and push E.D.S. Marmalades, Jams, Jellies, Catsups, Grape Juice, etc.? If you are then, you will get your share of profits and trade that are coming your way through our widespread publicity campaign in street cars, magazines, newspapers, etc.

Our advertising introduces the goods and makes the customer willing.

Made only by

E. D. SMITH

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

"Just as Good" as "SIMCOE" Baked Beans are not as Good

In almost every line of merchandise there is some leader, in comparison with which other articles of the same class are claimed to be "Just as good." The claims that other brands are "just as good" as "Simcoe" Baked Beans is a compliment to the "Simcoe" Brand.

The shrewd merchant will at once see that there is nothing to be gained by experimenting with the "just as good" brands and that the shortest way to success is by selling to his trade the standard—"Simcoe" Baked Beans.

Dominion Canners

LIMITED

Hamilton, Canada

ASK YOUR WHOLESALER FOR PRICES

FISH SALES STILL BOOMING

You can't help but make good with fish these days. The demand is right there for you. Simply have the choicest goods on hand and get your profit, which is handsome. Feature, for instance,

Canada Brand Pure Boneless Cod Fish

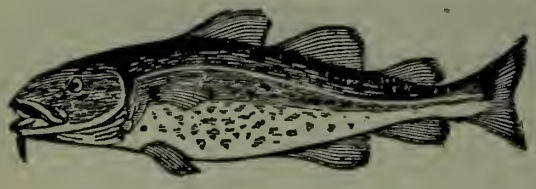
Appetizing and filling. Cheaper than meat and, if anything, more strengthening.

BONELESS FISH.

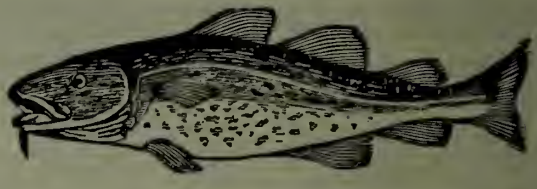
Canada Tablet .....20 - lb. Tablets
Canada Crate ..... 12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes



Ocean Brand



Haddies Kippers Bloaters—Always Please

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

Your reputation and Trade depend on Quality ---"Quality" wins every time---Many merchants who are making

MELAGAMA

Tea and Coffee their leaders have the satisfaction of watching their Tea and Coffee Department grow. The only sure guarantee you have is **"MELAGAMA"**---packed by **MINTO BROS.**, Toronto, established 39 years.

MINTO BROS. 45 Front St. E. TORONTO

Clark's Pork and Beans

ARE THE
BEANS
THAT HAVE
THE

REPUTATION

Not one of mushroom growth but one born of mature experience and retained throughout the years by the maintenance of a QUALITY which is both unrivalled and unsurpassed.

CLARK'S name is a synonym for QUALITY.

CLARK'S REPUTATION is of the kind which is lasting and ensures you a steady flow of business.

CLARK'S ADVERTISING helps to increase your turnover, and YOUR PROFIT on Clark's products is an equitable one.

CLARK'S PORK and BEANS ARE SELLERS

W. CLARK, :-: MONTREAL

OLD MILL CANNED ...GOODS...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES -	2's H. S.
RASPBERRIES -	2's H. S.
RED PITTED CHERRIES	2's H. S.
YELLOW PEACHES	2's H. S.
GALLON and No. 3 PIE PEACHES	
GOLDEN WAX BEANS	2's
REFUGEE BEANS	2's
GALLON APPLES	
GALLON RHUBARB	
TOMATOES -	3's
PUMPKIN -	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

THE
W. H. Merriman & Co.
WHOLESALE GROCERS and CANNERS
St. Catharines, :-: Ont.

Monday, March 3rd

H. G. SMITH
LIMITED
REGINA, SASK.

Open for Business

Central and Southern Saskatchewan is our field.

Complete Fresh Stock
Excellent Values
Courteous Treatment

An order by mail or through our salesman will demonstrate our ability to serve you well.

H. G. SMITH
LIMITED
Wholesale Grocers - Importers
Cupid Brand Specialties
REGINA - SASK.

"SHELL" BRAND
Castile Soap
("La Coquille").

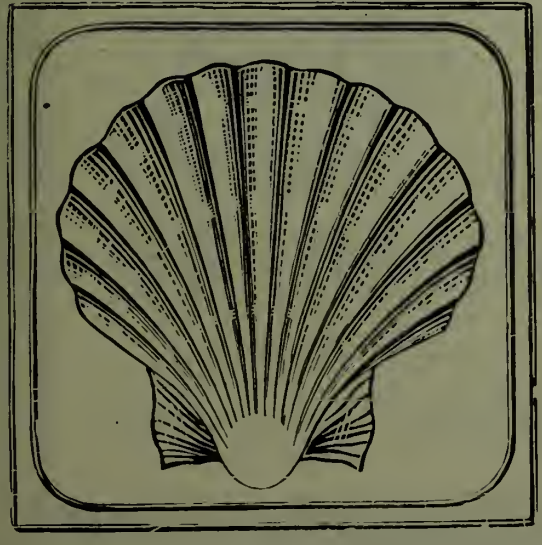
The Standard of Purity
A Pure Oil Soap

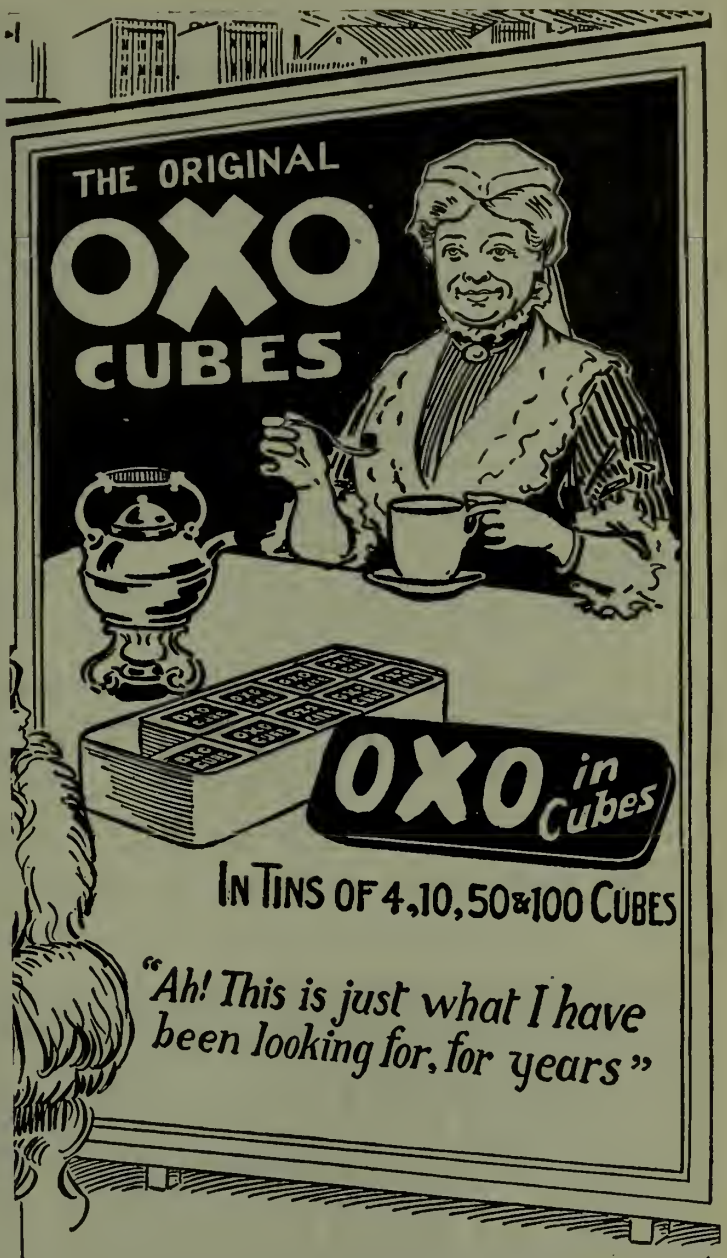
Has the largest sale of any Castile Soap in the Dominion. This Soap is especially manufactured by Messrs. Couret Freres, Marseilles, France, for Messrs. Estrine & Co.

GENERAL AGENTS

P. L. MASON & CO.

TORONTO





THIS gives you a slight idea of the big new OXO POSTER that will be on the bill-boards for the next three months.

Why don't you get the benefit of this Poster advertising by making window displays of OXO CUBES, and thus letting everyone in your neighborhood know you handle them.

Write us for hangers, cards, etc.

CORNEILLE DAVID & CO.

Toronto Montreal Winnipeg St. John, N.B.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N Smith, Box 685 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

THE BOWSER OUTFIT is a big Advertisement for your store

The clean grocery is the one that does the best business, but you can't have a clean store if you sell oil from the old fashioned tank, dripping oil, spoiling and tainting other goods. Get a

BOWSER SAFE SELF-MEASURING OIL TANK

and show your customers you are up-to-date; **make money** on oil instead of letting your profits **drip away.** The **BOWSER** outfit does away with the nasty, oily funnel and measure; when you have to fill an odd measure, such as a lamp or oil stove tank, it shows at a glance how much to charge. The **BOWSER** gauge shows how much oil is left in your tank. The BOWSER automatic stop cuts off the oil the instant you cease to pump and prevents dripping. You can't afford to be without a BOWSER outfit because you're **losing** enough to pay for it without having the benefit of its cleanliness and convenience. Write at once for our FREE catalogue.

S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE **Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

BOVRIL

Good Profit **No Loss**

Easy To Handle

A Good Profit in every ounce of Bovril,

There is a good profit attached to the sale of every bottle of Bovril without any chance of loss from spoiled goods or dissatisfied customers. Every ounce is a real profit. Your patrons all know this famous beef extract from reputation, and most of them have used it.

Stock up to-day. Good the year round.

Bovril Limited, Montreal

CAIRNS'

CAIRNS
PAISLEY
"THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS"
BY ROYAL WARRANTS OF APPOINTMENT TO
HIS MAJESTY KING GEORGE V
HIS MAJESTY THE KING OF SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
AND FOR 22 YEARS TO HER LATE MAJESTY QUEEN VICTORIA

CANADIAN AGENTS.
SNOWDON & EBBITT, MONTREAL: McLEOD & CLARKSON, VANCOUVER.

MARMALADE

PAISLEY ✦ SCOTLAND

WE'RE VERY PARTICULAR

to maintain the strictest sanitary regulations in our sunshine factory. Expert management, and best selected hard wheat all go toward making "Hirondelle Brand" as good as any imported.

"Hirondelle Brand"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc.

should be sold by every aggressive grocer — hundreds are already appreciating the profitable selling qualities of these pastes—Get in line at once.

The C. H. CATELLI COMPANY
LIMITED
Montreal, - Canada

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:
Mason & Hickey, Winnipeg

TO YOUR DISPLAY OF FISH OR MEAT

add a few bottles of Brand's A1 Sauce and your display will look much more appetizing.

A good display reminds the buyer, offers suggestions and induces sales. They reflect the spirit of the store's determination to give its patrons the best procurable.

BRAND'S A1 SAUCE

displayed with flesh, fish or fowl will add that finishing touch that appeals to the buying populace.

This world-famed sauce and Brand's Invalid Specialties were granted highest possible award, "The Grand Prix," at the Festival of Empire Exhibition, Crystal Palace, London.

Brand's stands alone in a class by itself. Always insist on it—accept no other—sell no other.

Brand & Co., Ltd.

Purveyors to H.M. the Late King Edward VII

Mayfair London, Eng.

AGENTS

NEWTON A. HILL, 25 Front Street East, TORONTO
A. HUBBARD, 27 Common Street MONTREAL
McLEOD & CLARKSON, VANCOUVER

THE BEST HAND CLEANER

on the market

DO YOU SELL IT?

You can handle no better.
Snap sells rapidly and pays a liberal profit.
"Leaves the skin smooth and soft."

ASK YOUR JOBBER.

SEE WHAT HE SAYS.

Snap Company, Limited

Montreal, - Canada

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
	Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

HOLLAND RUSK

GOOD ALL DAY

Good—For Breakfast — Lunch—Dinner.
Good—Just Buttered.
Good—With Cheese.
Good—With Jelly.
Good—With Jam.
Good—With Milk or Cream.
Good—With a Poached Egg.
Good—With Strawberries, Blackberries, Peaches, sliced Bananas, or any other fruit, either fresh or canned.
Good—With Coffee or Tea.
Good—With Cocoa or Chocolate.
Good—With Soup or Salad.
Good—With Welsh Rarebit.
Good—With any Chafing Dish Receipt.
Good—With Hot Milk in cold weather.
Good—As a Milk Toast.
Good—For Pudding.
Good—With Oyster Roast.
Good—With Fried Tomato and Poached Eggs.
Good—In a HUNDRED Different ways.
Good—For Infants.
Good—For Growing Children.
Good—For every member of the family.

Good in one hundred ways.

Its wide adaptability and usefulness makes it the most practical and economical food known.

Made of the most nutritious ingredients—eggs, milk, butter, sugar, flour and delicious Dutch flavoring.

Remember!

There is only **ONE HOLLAND RUSK** and but **ONE THING** like it—"more."

HOLLAND RUSK CO
Holland, Mich.

Good in One Hundred Ways

The many ways in which HOLLAND RUSK is eaten make it a **fast seller.** Keep it displayed on your counter, and when your customers buy it call their attention to its convenience as a toast with WELSH RAREBIT—in fact, whenever you sell cheese for WELSH RAREBIT sell a package of HOLLAND RUSK to be eaten with it. HOLLAND RUSK is not only delicious with fruits, berries, marmalades, jellies, oysters, poached eggs, etc., but it has high food value. It is a satisfying food for people of all ages, is enjoyed and easily digested by infants, growing children or dyspeptics. Our advertising helps to make HOLLAND RUSK sell. Keep it on your counter where customers can see it.

HOLLAND RUSK COMPANY

HOLLAND, MICHIGAN

Valuable premium coupons in every package increases sales. Send for list of gifts.

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

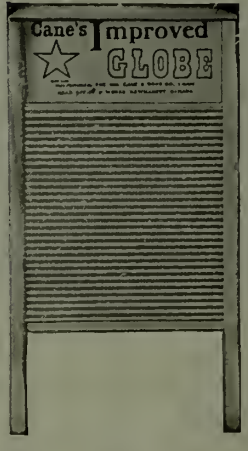
W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

THE QUALITY OF

CANE'S WASHBOARDS

MAKES THEM QUICK SELLERS AND SATISFACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.

Customers can tell at a glance that Cane's Wash Boards are superior to others.

Your jobber has them in all styles and grades.

Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Nowadays

wherever "GIPSY" travels in her little tin box—not so little either— her welcome is sure. Folks know there's a bright time prospect for that sullen stove. So book

GIPSY
STOVE GLOSS

through to your best customers—to visit often and to stay long.

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

A Good Trade-winner

'Camp' Coffee is always of incomparable quality and fragrance. Once they try it, customers will come again — and regularly — for 'CAMP.'

'CAMP'
COFFEE

Be sure you have it in stock

Makers: R. Paterson & Sons, Ltd., Coffee Specialists, Glasgow

PURE Elgin Brand PORK

SAUSAGES

Our Pure Pork Sausages have won laurels for us, have helped build up the immense trade we now enjoy through-out Ontario.

Our Pork products, hams, bacon, lard, sausages, etc., are Quality goods. Elgin Brand Brand Dairy products are always reliable and meet the most particular requirements.

Send for our Post Card Order Book.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Pork. Pork Products and Beef, Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books

Litster Goods

are made good enough to guarantee They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited

TORONTO

Tartan BRAND
THE SIGN OF PURITY

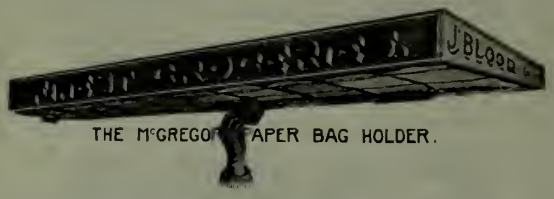
OUR ANNUAL TEA SALE

Great values secured before advance in market.
Ask for samples if our travellers don't see you.
Bargains after stock taking in all lines. Our men have the lists. It will pay you to look them over.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**



THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada: KILGOUR BROS. 21-3 Wellington St. W., Toronto
O. P. McGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars **Write or Wire**

CLEMENTS COMPANY, Limited

ST. JOHN - - N. B.

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street, General Agent St. John, N.B.

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

MOLASSES

Extra Fancy Barbados

"DaCosta" Brand

The standard of quality. Ask your wholesaler for it and take no other.

St. Lawrence Granulated

The merchants in different sections have calls for variation in the size of the grain of Granulated. Some people want a fine grain, some want a course grain, but the great majority prefer a medium sized grain. Merchants can be sure of getting any sized grain that they particularly require for their district by simply asking for the kind they prefer.

BANNER BRAND JAMS

Everything that careful selection and sanitary handling and expert cooking can do to make jam as palatable as possible has been embodied in this well-known brand.
Our expert process gives the customer a jam with a deliciousness all its own.

SEND FOR PRICES

LINDNER & BENNER

291 ARTHUR STREET
Phone Park 2985

TORONTO

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto

WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

STOVE POLISH

The best stove polish you can buy or sell is the old reliable

James Dome Black Lead

The most satisfactory and economical Polish on the market to-day

Sells well **Pays a Good Profit**

W. G. A. LAMBE & CO., Canadian Agents

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER

WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN

Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton

Western Agents for
DOMINION MOLASSES COMPANY

JOHN J. GILMOR & CO.

Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON

WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.

WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
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Correspondence solicited on domestic and foreign lines.

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WHOLESALE COMMISSION MERCHANT
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GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
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Winnipeg - Canada

WESTERN PROVINCES—Continued.

ORR & McLAIN

Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
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H. P. PENNOCK & CO., LTD.

Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your oppertunity.
Saskatoon - Western Canada

G. C. WARREN

Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited

Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.

Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.

Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

ONTARIO.

CONVENIENT, MODERN, WAREHOUSING

at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

ONTARIO—(continued)

If wanting car

Corn, Peas or Evaporated Apples

write us

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

WANTED

I am open to buy
White Kidney Beans
White Marrowfat Beans
Canadian Blue Peas
Popping Corn
NORMAN D. McPHIE
Merchandise Broker
27 Federal Life Bldg., Hamilton, Ont.
Established 1903

W. G. PATRICK & CO.

Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.

TORONTO
Grocery Brokers and Agents.
Established 1885.

MacLaren Imperial Cheese Co. Limited

DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS

CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

QUEBEC.

L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant.

235 St. John St., QUEBEC, CAN.

Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

When writing advertisers, kindly mention having seen the ad. in this paper.

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

Canned Goods

Clover Leaf Salmon--
1's—Tall Tins
1's—Flat Tins
½'s—Flat Tins

We are in a position to offer large quantities at special prices.

Horse Shoe Salmon--
1's—Tall Tins
1's—Flat Tins
½'s—Flat Tins

The quality of this brand is equal to the very best. To prompt buyers we will offer a **"real bargain."** Write for prices mentioning quantity required.

Canned Salmon--
—Cohoes
—Red Spring
—Pink —White

A big assortment of the best brands. Ask for quotations, and be fully posted on **market conditions.**

Canadian Sardines--
—"Golden Rule" Brand
—"Brunswick" Brand

Prices are low.

English Spratts--
—"Edgar" Brand

These are selling fast and show a good profit to retailers at 10c.

We are sellers in all lines of Canned Goods, and it will pay you to communicate with us.

L. CHAPUT, FILS & CIE., LIMITEE

Wholesale Grocers and Importers

MONTREAL

ESTABLISHED IN 1842

Quit Taking Chances On Your Income

RIGA WATER

The most gentle and pleasant of all purgative waters, offers every merchant, whether wholesale or retail, the opportunity to make a quick turn-over.

RIGA WATER

Never fails to break up the most chronic constipation.

Gives relief in cases of stomachic trouble.

Keeps one buoyant and healthy.

EVERY HOME SHOULD HAVE RIGA

Retailers:

There is 66 ⅔% Profit here for you.

We have also a generous proposition for live manufacturer's agents and invite correspondence. Territory is now being allotted.

La Societe Des Eaux Riga

215 Notre Dame Street East - - Montreal

Japan Teas

We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

THERE is no better Magnet to draw and hold the best trade in your neighborhood than

Chase & Sanborn's High Grade Coffees

CHASE & SANBORN

THE IMPORTERS - - MONTREAL

LEAD PACKETS versus BULK TEAS

If there were any method of preserving tea more cheaply and as effectively, do you think we would use LEAD in our packets ?

The Planter uses LEAD in his chests. Why ? For the same reason that we do in our packets. Because in no other way can he more cheaply preserve the flavor of his tea.

The last process the tea undergoes at the gardens is firing, to exhaust all moisture, as moisture is fatal to quality. The tea is then much drier than the air. It is then quickly placed in the lead lined chests and the chests soldered up.

When it comes into possession of some dealers, they, unthinkingly, cut the lead open and leave the tea exposed to the moist air for weeks, and all the time it is fast decaying.

Remember, tea, however preserved, decays with age, but it will lose more in a week exposed to the air than in six months in a LEAD packet.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

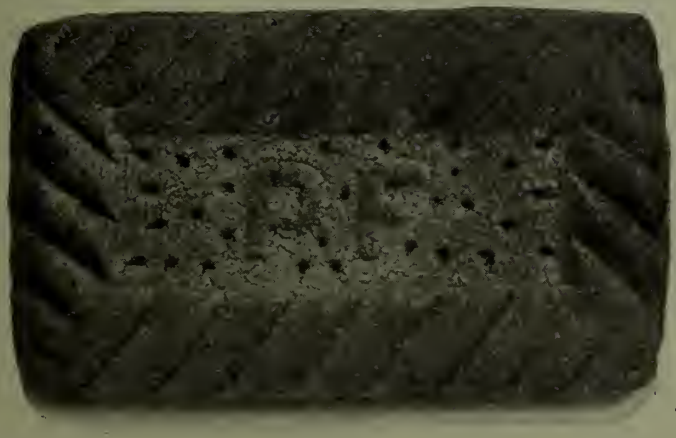
Branches also in Pittsburg and Philadelphia.

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals — 21 Royal Appointments

PEEK, FREAN'S SHORTCAKE

PRICES AND SAMPLES ON APPLICATION.



About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18¼ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS.

ILLUSTRATED ALBUM ON APPLICATION.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

One Quality Always, and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co.

Agents for the Dominion of Canada

403 St. Paul St., MONTREAL

Toronto Office, 30 Church St.

Crown Brand Corn Syrup has no substitute under the sun

There is no other syrup that fills the bill like Crown Brand for cooking and table purposes. No other syrup will take the place of white clover honey on hot biscuits, muffins, pancakes, etc., as Crown Brand will. It gives a delicious appetizing flavor that steadily increases the demand.

A good supply now will mean money for you.

The Canada Starch Co.

LIMITED

Manufacturers of EDWARDSBURG Brands

Montreal—Cardinal—Toronto—Brantford—Vancouver

Aggressive Campaign for Making Dirt Fly

Suggestions For a 'Clean Up Week'—First Attention Should be Given the Store Itself—What Methods Some Live Dealers Have Used For Stirring Up House Cleaning Trade—Wide Range of Lines to be Handled.

March is the month during which nature begins her cleaning. First the earth is swept by the whistling winds, blowing the dust and dirt, hither and thither, till all is bright again. Then it is washed with dashing rains completing the work. This annual process of Nature is imitated by housewives everywhere and with the coming of March they begin to greet each other with, "Have you started house cleaning yet?"

This is the cue for the live grocer to get his stocks of cleaning materials out where they can be seen, arranging them suggestively. Of course, the very first thing for the dealer to do is to clean up the store itself for his display will lose its force if the establishment is not spotlessly clean. It is quite easy to give advice, but the dealer who follows his own advice first, then passes it on to his customers, will win, over the fellow who doesn't. So begin the good work at home and prepare for a big "clean up week."

Make the Dirt Fly.

In the window of a dealer in a Canadian city of about 50,000 population, was to be seen at this time last year a novel display and one that had a pleasing way of wooing the wherewith into the cash drawer of the dealer who originated it.

In the centre of the window was a pile of sand, and a goodly pile at that. Over this pile was arranged a broom which was continually "making dirt fly." The broom was operated by a simple mechanism which was so arranged that the broom was made to sweep back and forth over the pile of sand in such an energetic manner as to make the sand fly in all directions. The sand was made to return to the original pile by the arrangement of paste board guards. This novel feature attracted the attention of the passer-by who simply couldn't help stopping to see how the thing worked and gradually his or her eyes would wander to the other lines displayed, thus driving home the selling points of each. This window also created a lot of gossip around the family table and gave the merchant publicity that he would be unable to get in any other way. This kind of publicity is the very best that can be obtained as it comes from a disinterested source. It is thus able to get in its work easier and more quickly than any other medium, simply because the listener does not think that she has to spend her money and consequently this barrier is not raised against the appeal.

Made it a "Sweeping Sale."

The novelty of "making the dirt fly" was the main feature of the window and was backed up by an artistic arrangement of other cleaning apparatus. The background was arranged with the different lines of sweeping compounds in canisters, while the balance of the floor not covered with sand, was covered with the sweeping compounds. Scrubing brushes were arranged as a border to the whole display, while on either side of the "sweeping broom" was arranged displays of soaps, soap powders, cleaning powders, ammonia, polishes of all kinds, lyes, washing compounds, etc., but of course the main idea of this window was to sell brooms and a special price was quoted on them in single lots, in half dozen and dozen lots for the one week only. Outside were posted big streamers telling about the big "sweeping sale." "Come and see the dirt fly." All the goods carried price tickets and neat cards were placed at vantage points telling of some particular selling point.

Greatest "Lye" Ever Told.

Note the "pulling power" of the caption "greatest 'lye' ever told." In it one has the big selling point in another 1912 window display. This window has as its main feature a display of Lyes, good, bad and indifferent, with the lye that the dealer was pushing holding the centre of the stage and acting the star role. Just in front of the lye display was a board, one end of which was reeking with dirt while the other half had been cleaned with this "greatest lye" and was as white as driven snow. Another use of lye was illustrated by another board, one end of which showed an old coat of paint while on the other end the paint had been completely removed by the use of the "greatest lye." Various other uses of lye were similiarly illustrated in this live display. On each of these exhibits was a little card saying "some lye." "Cleaned with——— lye."

To carry out the idea further all the articles displayed in the window were arranged so as to be in a "lying" position. Across the top of the window was a big sign "some lye." Pasted on the

Very soon we shall see some of the above suggested incidents realized—the house-cleaning campaign will presently be on in the home.

window were some "Lies" told by different "Liars" that were "Some Lies."

Brought Considerable Business.

Grouped around the main feature of the window were neat arrangement of various cleaning compounds, with a little pile of washing soda on one side and soap chips on the other. Bath bricks formed the border, while different laundry tablets were utilized to lend color to the arrangement. Did this display pull business? Well there is not much use telling the amount of business this window actually produced for you would only grin and say "Some Lye."

The interior of the store was arranged to support the window with all lines of cleaning goods occupying the prominent positions. Leather medals were presented to the customers who told the best "Lies." This feature aroused the customer's interest as well as the interest of the whole staff, and helped to make the sale a great success.

Giving Prominence to Cleansers.

At this season of the year, cleaning compaunds should have the preference in regard to position in the arrangement of the stock being placed in as prominent positions as possible. where they will at once attract the attention of the customer. They will bring home to her a realization of the duties of the season.

The centre of the main floor space facing the door—if it is large enough—is considered an ideal place by a great many dealers to arrange a display of cleansers at this season. Others of course prefer to see the floor free. The different lines should be arranged in separate piles or pyramids, it being far better to omit some lines, rather than crowd the display thus making it look too heavy. If space permits, some use separate tables for the different goods. One for soap powders, washing powders, ammonia, etc., another for polishes, another for soaps, another for sweeping powders and another for laundry tablets and so forth. Around the base of these tables could be arranged neat displays of the various lines of soap handled and the whole relieved by brushes, mops, scrubbing pails, wash boards, etc. By getting these articles out where they will be seen, the interest of customers is aroused in them and thus promotes sales.

Pushing Polishes.

There are a great many opportunities to increase the sales in polishes for the average grocer gives little attention to this class of goods and usually they are kept in some dark corner where cobwebs and spiders predominate. As this line gives the dealer a fair margin of profit, it deserves more attention, especially as there is a large field for it. Polishes are important enough to get a boost in the windows at the least a couple of times a year.

A country merchant, known to the writer, used an original idea to promote the sale of a new line of stove polish he was introducing. In the centre of his store stood a big "station stove" which had burnt red with the roaring fires kept in it during the cold winter months. The grocer had one-half of this stove brightly polished with the new polish, leaving the other side as it was, a real "brick red." On the top of the stove was placed a card reading: "This half of the stove is polished with ——— Polish."

The regular customers coming into the store were struck with the unusual sight of the stove being polished and upon observing it closely they saw what a good polish the new goods gave, with the result that a large majority of them bought it to try it. Thus an ugly eyesore was turned into a salesman for this dealer.

Following items are from The Canadian Grocer of March 3, 1893:—

"It was the saying of a wise man, long ago, that everything has two handles, by one of which it can be easily carried, while by the other it cannot be. This suggestive phrase might be often brought to mind by the perplexing problems which arise in the life of every young man and by the ways in which they must be met."

Editorial Note.—This advice to clerks holds good to-day. The proper handle should be grasped if things are to go properly.

* * *

"The situation in canned goods continues to gather strength. Demand for canned tomatoes continues active, and while quotations are unchanged, one leading house is holding prices 10c a dozen higher. No shipments are reported this week to the United States, although one cannery is at the moment engaged in consigning a round lot to Liverpool. Corn is in good demand and stocks are getting light. The market has a firmer feeling, and sales were made last week to a local buyer at 90c. An active enquiry is reported for peas at from 85c to $1.00."

Editorial Note.—It will be noted from this that prices 20 years ago are somewhat lower than to-day.

WHOLESALE GROCERY FOR REGINA.

H. G. Smith, Limited, Makes Three for the Saskatchewan Capital.

Regina, Sask., Feb. 25.—A new wholesale grocery house has been established in Regina, under the name of H. G. Smith, Limited. Mr. Smith has been associated with the grocery business all his life, with the exception of three years, from 1902 to 1905, when he traveled for D. S. Perrin & Co., out of London, Ont. Mr. Smith came West in the spring of 1905 to accept a position as salesman with Campbell Bros. & Wilson, making his headquarters at Regina. His territory covered practically the whole of Saskatchewan. About two years later he took charge of a branch his firm opened in Regina, which was later organized into a joint stock company, Mr. Smith becoming a member of Campbell, Wilson & Smith, Ltd.

Last fall he decided to open a wholesale house for himself, and the contract was let in October for the warehouse, which was practically completed February 15. The building is of red brick, with three storeys and basement. It is 113 feet by 75 feet in dimensions, and made of slow burning mill construction. The floors are of hard maple. Barrel racks have been placed in the cellar, with capacity of 300. The packing floor has four rooms, for tobacco and cigars, confectionery, bottled goods, and stationery, respectively. There are about 200 bins and drawers for display purposes, many of them sheet metal lined. The building is equipped with an electric elevator. The entire structure was built with a view to getting as low an insurance rate as possible, which in this case is only 24c per hundred. It will open March 3.

TARIFF ON HARD SOAP.

Soap manufacturers will be interested in Appraisers Bulletin No. 594 issued by the department of customers regarding hard soap. It says: "Hard soap (not being whale oil soap or castile soop) when the fair market value thereof at the place of manufacture abroad is over 6 cents per pound wholesale shall be rated for duty under tariff itme 228 as soap, N. O. P."

The duty on this is 22½ per cent. preferential and 32½ per cent. under the treaty and general tariffs.

Lighten the Labor of House Cleaning

Every good housekeeper loves to see the home look spic and span. She insists on having it bright, clean, wholesome and sanitary. Why not cut out half the labor attached to cleaning house this Spring by getting some of the following handy assistants:

CLEANING POWDERS

No use scrubbing one's arm off when a little——powder takes everything off in a jiffy; per can only 10c

SWEEPING POWDERS

Keep the dust down. There is nothing more unsanitary. Use Blank's sweeping compound; it absorbs the dust and kills all germs; per pail 35c

LYE, A POWERFUL DISINFECTANT.

A handy helper for cleaning dark corners, closets, cellar, drains, etc. Should be used freely; per tiu 10c

POWDERED AND LIQUID AMMONIA.

A little powdered Ammonia sprinkled in the washing water softens it quickly and makes the work easier; per box 15c
Nothing better than liquid ammonia for sinks and all other enamel ware, per bottle 20c

BROOMS, BRUSHES, AND WASHBOARDS.

A uew broom sweeps clean. Get one for the Spring house work. We sell floor, wall, banister and radiator brushes, and best knowu makes of washboards.

POLISHES.

Floor, furniture, metal, silver, brass and stove polishes of various kinds. Each one has particular merits. Ask to see them 5c, 10c, 15c

SOAPS.

Don't fail to have plenty of the old reliable on hand. All kinds, per bar 5c
Soap chips and laundry tablets make washing easier. See our prices.

We guarantee satisfactory delivery service.

J. JOHNSON & SON,

100 MAIN ST. SOUTH

The Canadian Grocer's Ad-writing Department suggests the above as an effective newspaper advertisement for the house-cleaning campaign. Try it.

Value of Newspaper in Cleaning Campaign

The Woman Responsible for Looking After the Home is Intensely Interested in Helps—Strong, Judicious Advertising Will Appeal to Her—A Suggestion That Should Be Used With Profit—Sending Out Card With List of House-cleaning Lines.

When a selling campaign is begun on any line of goods in the store the advertising in the newspaper should be connected up with this campaign. No one will question the selling power of a good newspaper advertisement, and when the spring house-cleaning sale is on, it should be remembered that the newspaper can be made most helpful.

To know the names of things and their rises is one of the most important parts of the education of the child. Up through life we continue this study, but more particularly along the lines of the course we are pursuing. The housewife must needs make a study of the value and uses of things for cleaning up the house. It stands to reason that the more she knows about facilities for aiding in the arduous duties of house work in the spring the more will she use of them.

It is clear from this that the dealer should make every housewife in the community acquainted with the goods he handles and their uses. What better method than the daily and weekly newspaper!

FOR YOUR HOUSECLEANING WE CARRY

LYE
SOAPS
BLUING
BROOMS
BRUSHES

FLOOR POLISH
METAL POLISH
BRASS POLISH
STOVE POLISH
SILVER POLISH
FURNITURE POLISH
WASHBOARDS
SWEEPING POWDER
CLEANSING POWDER
LIQUID AMMONIA
POWDERED AMMONIA
CHLORIDE OF LIME
LAUNDRY TABLETS

H. HENRY & SONS.

Suggestion for card with list of housecleaning lines. This could be sent out with all parcels.

The newspaper advertisement shown on this page is submitted as a suggestion to those who have contract space to use or contemplate using same in their local paper. This deals particularly with names of house-cleaning lines and their uses, which should get the attention of many housekeepers to the point of securing inquiries for goods advertised.

List Printed on Cardboard.

Last year one Canadian grocer had a complete list of house-cleaning lines printed on cardboard, copy of which was sent out with each parcel of goods about the 1st of March. This acquainted every customer with the fact that he could supply her with any house-cleaning line required. He states that this brought him considerable trade, many customers stating that they did not know previously that he was carrying certain polishes. When such a card is used in connection with a good display and an effective newspaper advertisement the selling campaign is bound to produce good results.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, FEB. 28, 1913

SELLING BELOW COST.

A St. Thomas, Ont., reader of The Grocer sends in a circular letter dealing with some new association in Western Ontario which bears the earmarks either of a philanthropic institution or of something that is not out for the best good of its certificate subscribers.

Under the caption "Join this Club" in large type, it states that this is

"A new system whereby the Association agrees to act in the capacity as its members' agents, supplying goods at prices never seen or heard of before. If you want to save your hard earned dollars that you have hitherto been paying to high priced merchants, this is your opportunity.

"We agree to save you the price of a full yearly membership on almost any reasonable size order or refund your money.

"No matter where you live we can save you money in purchasing the necessities of life. All we ask is that you give us a trial.

"No doubt you are familiar with the co-operative plan being used so successfully in the Old Country, without it many families would be destitute to-day.

"Below you will find a few sample prices to show you the difference between what you are now paying and what the Association will supply them to you for if you decide to join us.

"The few sample items below are selected from and priced as they appear in the different grocery assortments in our Members' Catalogues which we will supply only to those purchasing our Membership Certificates."

Then follows a list of groceries, and dry goods with their quotations under 'the old way' and 'our way.' Some of these are so remarkable that one wonders whether the goods have been stolen or whether they only exist in the imagination of the promoters of the scheme. For instance the leader is "25 lbs.——— Best granulated sugar, the old way, $1.50, our way $1.00." That means this sugar is selling at 4 cents per lb. which costs 4½ cents at Montreal and 4 3-5 at Toronto.

Eight bars of any of three well known brands of soap are sold for 25 cents which is only some $3.12 per case—less than the jobber's price, let alone retailer's.

Other lines quoted similarly low are prunes; a shoe polish which is 5 cents instead of 10; laundry starch, 5 lbs. for 23 cents; 1 lb. tea, regular 40 for 20 cents; can of cleaning powder 6 cents, which costs 8 or 9 cents; package of rolled oats, 20 cents, regularly 25 cents; a 2½ lb. box soda biscuits for 15 cents instead of 25 cents; package of cocoa for 35 which regularly sells at 50 cents; 10 lbs. washing soda 8 cents, usually 20cents. What should ordinarily cost $4.08 this club sells for $2.88. This certainly looks like a charitable institution if it has not been formed for some questionable purpose.

Subsequently in the circular the promoters state:—

"We have given merely a few sample prices and these should convince you that you can save money by joining with us. Thousands of other articles at equally low prices will be found in the Catalogue we supply our members.

"**We sell to members only**, and if you wish to receive the benefit of our low prices you must join with us.

"To introduce our new Money Saving System we have decided to offer our Fully Paid-up Yearly Membership Certificate at $2.00 each, which will entitle you to the full benefits of the Association for a term of one year.

"We often receive requests for catalogues. However, as we sell to members only, we can not comply with this request. We will supply catalogues only to those who purchase certificates. We save thousands of dollars annually by not scattering catalogues where they bring no results.

"Send your application to our local manager today, whose address appears below, and share in the benefits of our low prices."

There is no name whatever signed to this circular, neither firm nor individual. No one could judge the identity of the concern from the piece of literature that has come to our attention. This is a suspicious circumstance but no more so than the low prices on the goods mentioned above. No institution could sell goods at these prices and others at a corresponding low figure and remain in business any length of time. It would be an impossibility to do so.

This evidently is a matter which the Ontario Retail Grocer's Association should ferret out. If it is a piratical concern the government should know at once and proceed to enlighten the general public. If it is a philanthropic institution, it demands wider publicity as we would all like to get in on the deal.

CASH OR CREDIT.

Those contemplating changing their business from cash and credit to a strictly cash basis, should note carefully the article in this issue from Henry Johnson, Jr. In this is a letter from a Canadian retailer asking advice on this question. He wants to know whether it would be advisable to establish his business on a purely cash basis eliminating credits entirely and how he should go about it.

No doubt there are some grocers who could do this successfully, but Mr. Johnson points to the dangers attending any such changes. He maintains that a man who has not made good running a cash and credit business cannot operate it with success on the cash system. He is bound, he believes, to lose a number of his best customers and lose other good trade as well.

The point is brought out in the article that if a merchant has to deal with slow pays, or any other undesirable class asking for credit, he should deal with each case on its own merits. He should not make every customer, good and bad, pay cash simply because he has had difficulty in getting his money from a few. Credits should be watched more closely, in his estimation, rather than there should be such a complete change in the system of doing business.

Mr. Johnson's article is well worth reading. It gives some good practical advice whether one believes the truth of his reasoning or not.

MAKING THE CAMPAIGN EFFECTIVE.

No selling campaign is effective unless it is carried through a certain period of time with the greatest effort on part of the sales staff. A House Cleaning Campaign from the retailers' standpoint is not a campaign at all if it is handled spasmodically—a spurt to day, and a rest to-morrow.

Now that March is again with us, a House Cleaning Campaign should be opened by every dealer. The approach of the Spring season heralds the coming of cleaning time in the home and it is now that plans should be laid to get the most from this annual upheaval.

A campaign to be most effective should not follow along one line only. A window is allright, but the meaning of the word "campaign" demands that other methods should be used if the greatest amount of good is to be secured. Let the advertising in the local paper, backed up probably with a circular or two help out the window. Let the store interior and the delivery wagon also talk house cleaning, as well as every salesman in the store and the results simply must be worth while.

Begin the campaign early. Any successful grocer will say that this counts for much. Be the first in each district to open out with these lines. It means half the battle. When once in the swing of the campaign, this will stand one in good stead. It means a considerable amount of publicity to be first in the field and it is well known that the last man is almost sure to get nothing but the tail end of the trade.

CONDITIONS IN SEED MARKET.

The importance of introducing only seeds of first quality, both in field and garden lines, is growing very rapidly. Government authorities have recognized this and through the Canadian Seed Control Act have endeavored to standardize quality, and cause all seeds to be graded before being placed upon the market. In clovers especially is this put into force, and the number of weed seeds allowed is quite limited. Grade No. 1 consists of perfectly pure seed; Grade No. 2, contains a limited number of weed seeds, while grade No. 3 is still less pure. Below grade 3, weed seeds contained and percentage must be clearly stated on label.

It is to the advantage of every grocer and seed dealer to handle only grade No. 1 seeds. Prices naturally run higher and thus sales may at first be smaller, but to build up a good seed business, one of the first essentials is to establish for oneself the reputation of handling dependable lines. Complaints with regard to germination or impurity of seeds are then reduced to a minimum and greater satisfaction received on all sides. The dealer who handles only an inferior grade cannot guarantee his seeds, is not in a position to stand behind his goods and push sales; is continually subjected to complaints from customers and as a result receives only a passing, unreliable class of trade. On the other hand the dealer who makes a practice of stocking first-class goods, has confidence in his goods which enables him to push sales and build up a permanent trade satisfactory to both consumer and retailer.

Last year practically none of the Red Clover grown in Canada was up to Canadian Government standard. Through being discolored and impure it is shut out by the Seed Control Act and must find an export market. As a result a good deal of the Red Clover seed will have to be imported from Germany and Western States, thus causing high prices again this year.

Canadian Alfalfa Clover is in much same situation, owing to too numerous weed seeds. Prices however are expected to be a little more reasonable than last year. Alsace crop, though still more than enough for Canadian demand, is not more than one-third of the average crop. This makes it one of the shortest crops on record. Finest quality Alsace exists only in limited quantities, hence this seed is likely to be from 2 to 4 cents per lb. higher than last year. The crop of Timothy both in Canada and the United States last year was a heavy one. As a result cheap Timothy may be expected. Prices this year are likely to range from $4.00 to $5.00 per 100 lbs., as compared with $18.00 to $19.00 for same quantity a year ago.

Little change is noted in garden seeds. Weather conditions for harvesting were rather unfavorable, but quality of seeds has not been affected. Prices keep high, but fairly reasonable. Sugar Beet seed is likely to be 3 to 5c lower than last year, and a decline of same amount is expected in mangel seed.

EDITORIAL NOTES.

Lent is passing rapidly. Sell fish while it is yet time.

* * *

Time flies, and so will the dirt fly pretty soon.

* * *

Persistency in any campaign is necessary to success.

* * *

To-morrow is the first of March. Will it be lion or lamb?

* * *

Take a tip from the robin, and get busy early on those house cleaning lines.

* * *

Strong effort one day followed by inactivity on the next has lost many a war.

* * *

Seed time means a good deal extra money for the dealer who goes after the business.

* * *

The greatest event of the year in the home is once again about to be realized—the house cleaning campaign.

* * *

When a man begins to sell something below actual known invoice cost, there is usually a nigger in the wood pile somewhere.

Useful and Reliable.

MacLean Publishing Co., Ltd.—Enclosed please find exchange order for $2.00 in payment of our subscription to The Canadian Grocer.

We find your paper very useful and reliable, and can heartily recommend it to anyone wanting a paper of this kind. BUELL & CO.

Lyn, Ont.

Go Slowly Changing from Credit to Cash

So Runs the Advice of a Veteran Grocer—He Believes That if There Are Slow Pays Among the Credit Customers, Cash Should be Insisted Upon—All, However, Should Not Suffer—Patient Work Toward Desired End the Only Way.

*By Henry Johnson, Jr.

Here is another man who thinks to make a change:—

Canadian Grocer, Toronto.

Gentlemen:—As you see from our letter head we have two stores in the same town. We are thinking of putting them together and selling for cash only. One of them we started as a cash store and it is paying about as well as the other one. Credit business here is very troublesome, losses, bad credits, etc., taking most of the profit.

We realize that we have some credit trade that would likely quit us, but we think that we could get some trade we are not getting. Our idea would be special sales and not cut prices on everything at one time. The section where we do credit business is much the best, but we fear that it would be very hard to make it a cash place for a while at least, so we are thinking of closing this place for a while and then coming back later on.

This is a small town of about 1,000 and the trade is mostly from farmers who pay as they please, but get cash for what they sell. It's likely asking too much but do you know of anyone that ever made a change of this kind and how would be best to go about it?

Do you know of any store papers published in the interest of a strictly cash store or anything else that would be helpful to us?

We realize that it would be necessary to advertise and that a store paper of our own would likely be the best. Is there anyone that makes a specialty of getting up catch store papers at small cost? Would it be best to close out the credit store, or advertise the change, or just go on as we are doing until we get ready to make the change and then move the credit store stock over to the cash store?

We have read The Grocer for years, but have never seen very much in it that would encourage anyone to try a strictly cash business. However, at a place like this looks like, one strictly cash store with a general line of merchandise might do a good business. I have always managed the credit store and would people expect of me in the cash store the same as they have in the credit store?

Yours respectfully,

.....

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

The store paper end of this letter has been handled by other departments, so I shall simply try to treat on the credit-cash features of the matter. I must work to some extent in the dark, since no description of the character of the town itself is given; but I shall do the best I can.

When in Doubt, go Slowly.

The proper handling of credits receives too little attention of a logical or systematic character among retailers. If you will stop to think of the care exercised by wholesalers in this connection, you will see what I mean. The jobber handles each applicant for credit as a separate problem; passes on the credit after investigation; then watches each account according to a preconceived notion, on a definite plan. We bunch it altogether, largely on sentiment and intuition, without any special plan whatever.

Considering the multitude of the duties of the retailer and how he cannot sit down and think out his credit problems without interruption as the crditman in the jobbing house can do, it seems that individual judgment, intuition and sentiment must continue to enter into our handling of this matter. Therefore, it is up to each man to adopt some fixed principles for his guidance, and stick to those principles as closely as he possibly can. He must not expect any plan to work out ideally, nor must he be too much disappointed when results are not ideal. He must simply make each failure and shortcoming strengthen his principles and aid him to draw the line still more tightly along the road he has determined to travel.

But I say, go slowly. Do not think of making radical, upheaving changes. Consider how long it takes to establish a business and you will hesitate about uprooting it.

The Characteristic Farmer.

Here, now, is a town wherein the trade is largely with farmers who characteristically, get cash for what they sell and then "pay as they please." So let us save time, energy and money by simply asking him to pay cash at time of purchase. Consider that you do not have to change your plan of doing business to accomplish this part of your reform. If he asks why you want him to pay cash, ask him why he wants you to pay him. He will say that he needs the money now for other bills, etc. Then you can rejoin that the same is your condition. If your goods, prices and service are right, this will not cause him to go elsewhere. If your part of it is not right, you could not hope to be successful in a cash business—so it ends about where it began.

Why Make the Jump?

All this being true, WHY JUMP? Why not simply grow into the change? Begin by deciding that you will simply draw the lines very tightly on credits and refuse to open NEW accounts with farmers at all and with others only after you are satisfied that your bills be promptly paid.

It is futile to talk about "treating all alike" because that is something nobody does and it is not desirable that we should do it. Let each man stand on his own merits. The good towns people whose accounts are valuable to you should be retained on your books. They will trade with you day in and day out, giving you some steady business to depend on. As they pay regularly, you are just that much ahead and you do not cut yourself off from such as are desirable in this way.

If you should go on to a cash basis tomorrow, you would find that you would need to cultivate great persistence and constantly steel yourself to say NO to applicants for goods on account. Chances are that you would yield, you would only be establishing the fact that you have in your make-up the stuff whereof a successful credit manager might be made, so, why not go right on and do both kinds of business, without much radical disturbance of your trade? Patient work toward the desired end is the only recipe that will enable you to win in any case. It would therefore be best to inaugurate that work right now—to-day—and continue to carry it on, with the minimum of disturbance to your business.

Do Not Try to "Come Back."

I should certainly not close up any store with the idea of coming back to it later on. It takes some time to get people coming to any location. When you have them coming, on any basis whatever, it is very unwise to disturb their habits. Much simpler is the job of gradually changing right where you are and as you are.

Numbers of people are trading with you now who do not ask for credit. Those people will not be influenced one way or another. Begin to build your

new structure on those buyers. As they, or others, ask for credit, consider them carefully, asking time to go over matters before opening the account. This act alone will sober them a bit and many of them will not renew the request but, as stated, if your ways, your prices and your personality are pleasing to them, they will go right on doing business with you.

Advertising should be done very judiciously, with a few leaders, but with great care to see that all your prices are just right—neither too high to retain trade, nor too low to afford you an honest net margin. Then if you are a skilful merchant, a cautious buyer and a good manager you can get yours all right.

What People Expect of You.

I see a gleam of weakness in your question about what people may continue to expect of you personally. If you are afraid of this now, you can hardly hope to be successful as the cash man who must continually say NO to everybody.

You cannot expect to do business at all with the approval of EVERYBODY for "nobody can please EVERYBODY." You must logically plan your course, and then steer by your stars without deviation, and this you can do just as effectually without any radical change, or noise, or splurge as with all the fireworks there is.

It is the business of the successful retailer to be always master of himself and his feelings. He must be on the job continually, with a pleasant, impersonal greeting for everybody. He must be carefully obliging in every unimportant detail. He must go the limit in making satisfactory adjustment of things which go wrong. He must make and keep his store attractive. He must have reliable merchandise at right costs and priced according to the correct value.

Having these things, he must also have definite principles—affectedly called "policies" by many—on which the conduct of his business rests; and he must not permit himself to deviate from those principles. Given this kind of make-up, a man cannot fail. He cannot be held down. He cannot hold himself down. He will be a success whether his business be **called** a credit business or a Cash Store.

The Women Who Quit Mad.

Some little time ago I had an intermittent customer who came in to pay a small charge. As she paid, she reported dissatisfaction at a neighbor's who "had charged her with a lot of things she had never used." I knew at once that we would get ours along the same line sooner or later. We did. She disputed one or two charges—but she paid them. I explained to her the difficulty of handling such accounts which were not accounts, but fitful charges; and said that, if she liked, we would hereafter send her nothing that was not paid for, or leave nothing at her house without the money. She has come back again, after a period; but now she is a cash customer, along the suggested lines. She cannot get goods without paying for them. But that does not debar me from doing a credit business nor make it difficult for me to run hundreds of steady accounts with **others.**

Individual cases must have individual treatment.

Ontario R.G.A. Decide on Convention Dates

Many Members of the Trade Expected in Toronto on April 16 and 17—Cheap Fares Arranged on the Railways—Question Box to Be One of the Features—Conference With the Wholesalers.

The first annual convention of the Ontario Retail Grocers' Association will be held on Wednesday and Thursday, April 16 and 17, in Toronto. It was originally intended that it should be held on Good Friday of each year, but the executive have come to the conclusion that one day would not give sufficient time to transact all the business. On account of Good Friday being a holiday, it would mean late hours the night before, and a hurry on night of the convention to get back home for the Saturday trade.

Secretary W. C. Miller has arranged with the C.P.R., G.T.R. and C.N.R. for reduced rates on the certificate plan. If there are more than 300 present single fare can be secured. If more than 50 and under 300 are in attendance the rate will be a fare and a third, and if under 50 a fare and two-thirds.

As there is little or no possibility of the attendance running below 50, the fare will at least be a fare and a third, and the executive have every reason to hope for more than the 300. Those intending to he on hand should write the secretary (632 Yonge Street, Toronto) for certificates. This will enable them to get to Toronto on the single fare plan. The return fare, if any, will be adjusted at the convention hall.

To Have Question Box.

While the program for the convention is yet in the embryo state, it has been practically decided to have a Question Box for all members of the Association. This will give every man an opportunity to have questions answered, on, say, buying, costs, selling price, good business methods, bookkeeping, local troubles, local association work, etc., etc. Members are asked particularly to send in their questions to the secretary as early as possible, as they will be numbered and answered in order received. Even if a member cannot attend he is entitled to send in his questions. Send them now.

This Question Box should prove one of the most practical features of the convention. If every dealer lends his interest, it will mean a great deal of valuable information for the entire trade.

There will, too, be a time set apart for conference with representatives of the wholesale trade. Questions affecting the relations of the two sections will be discussed. Addresses are being arranged, to be given by good speakers. In fact, President D. W. Clark intimates that there will he many things well worth anyone's time in attending. Further information will be given in these columns as the program is being built up.

TO INVESTIGATE EGG CONDITIONS.

Ottawa, Feb. 25.—(Special.)—The Minister of Agriculture has authorized the appointment of J. H. Hare, B.S.A., of Whithy, Ont., to investigate conditions regulating the marketing of eggs.

The Government is taking this step in order to get more definite information re the enormous annual loss of eggs from had marketing hefore inaugurating any policy having as its object the correction of this evil.

During the past year the live stock branch of the Department of Agriculture has been engaged in a preliminary investigation of the Canadian egg trade, the results of which have been puhlished in Bulletin No. 16 issued by the department recently.

Mr. Hare's first duty will be to collect all the availahle data re grading of eggs as they are received at the wholesale houses. This information will be the basis for any action taken hy the Government to improve or regulate the trade.

The Clerks' Page

By the Cub Reporter

Price Versus Quality.

Editor Clerks' Page.—Some time ago I noticed in The Grocer an editorial entitled "Not How Cheap, But How Good," inspired by some remarks of J. J. Hill, and I cannot allow the writer's hypothesis to pass unquestioned.

The poor are always with us, and it may be admitted that they do give more consideration to the question of price than to "food value."

The Canadian market is remarkably free of those cheap, pernicious foodstuffs so common to European markets; the imported goods are of a decidedly high grade, whilst low-grade home products are poor, more because of conditions affecting production than because of any demand for goods at a price so low as to preclude consideration of quality.

James J. Hill is a man old in years, and I hardly think that what little experience he may have had of the grocery trade "early in life" is likely to be of much service to him in accurately sizing up conditions as they exist to-day.

In my humble opinion the last sentence of the article in question might be altered to read thus: "The success of the majority of the large dealers of to-day is attributable to their appreciation of the ever-growing demand for goods of quality." D. KIDD.

Montreal, Que.

* * *

Character Before Security.

A Grocer reader recently sent in an article from The Literary Digest on J. Pierpont Morgan's view of relation of credit and character. Some extracts from this, including questions answered by Mr. Morgan, are applicable to every business, as they deal with the value of character as a business asset. The testimony by Morgan was given before the Money Trust investigators in Washington some time ago. "Mr. Morgan's critics," says The Digest, "have often shown a disposition to pick flaws in his character, but we have never noticed any tendency to impugn his ability to size up business assets. The subject came up during a discussion of the relation between money and credit. 'Is not credit based upon money?' asked the commission's attorney. 'No, sir,' replied Mr. Morgan. 'It has no relation?' 'No, sir.' Then came this enlightening colloquy:

Q. "So the banks of New York City would have the same credit, and, if you owned them, would have the same control of credit as if you had the money?"

A. "I know lots of men, business men, too, who can borrow any amount, whose credit is unquestioned."

Q. "Is that not because it is believed they have the money back of them?"

A. "No, sir. It is because people believe in the man."

Q. "And it is regardless of whether he has any financial backing at all?"

A. "It is, very often."

Q. "And he might not be worth anything?"

A. "He might not have anything. I have known a man come into my office and I have given him a cheque for a million dollars, and I knew that he had not a cent in the world."

Q. "There are not many of them?"

A. "Yes, a good many."

Q. "That is not business?"

A. "Yes, unfortunately, it is. I do not think it good business, though."

Q. "Commercial credits are based based upon the possession of money or property?"

A. "No, sir; the first thing is character."

Q. "Before money or property?"

A. "Before money or anything else. Money can not buy it."

Q. "So that a man with character, without anything at all behind it, can get all the credit he wants, and a man with the property can not get it?"

A. "That is very often the case."

Q. "But is that the rule of business?"

A. "That is the rule of business, sir."

Q. "If that is the rule of business, Mr. Morgan, why do the banks demand, the first thing they ask, a statement of what the man has got before they extend him credit?"

A. "That is a question which they go into, but the first thing they ask is, 'I want to see your record.'"

Q. "Yes, and if his record is a blank, the next thing is how much he has got?"

A. "People do not care, then."

Q. For instance, if he has got Government bonds or railroad bonds and goes in to get credit he gets it and on the security of those bonds, does he not?"

,A. "Yes."

Q. "He does not get it on the face of his character, does he?"

A. "Yes, he gets it on his character."

Q. "I see; then he might as well take the bonds home, had he not?"

A. "Because a man I do not trust could not get money from me on all the bonds in Christendom."

Q. "That is the rule all over the world?"

A. "I think that is the fundamental basis of business."

OBSERVATIONS OF THE CUB REPORTER.

Between seeing a chance and seizing a chance there's as much difference as looking at the clock and getting up.

Responsibilities gravitate to the person who can shoulder them.

To be physically fit to accomplish our work properly we must take good care of our bodies. Poor health spells disaster.

The sun shines on the unjust as well as on the just. But its different in business—in the long run at any rate.

The reporter who comes late to the newspaper office misses the chance for the big story and eventual promotion, Same with the clerk; he loses the opportunity for being first in favor with the proprietor.

Victoria Grocers' Exchange Annual Meeting

Officers Elected for 1913—H. Schroeder Again President—Much Good Work Accomplished by Credit Rating Department—Addresses by Visiting Retailers.

Victoria, B.C., Feb. 26.—The annual meeting of the Victoria Retail Grocers' Exchange, held recently, was well attended, representatives of the wholesale trade being present and visitors from Vancouver. Ordinary business having been disposed of, reports were then read from the secretary, treasurer and auditor, which showed that the last year had been a most successful one, there being an increase in membership, and funds were in good shape. The attendance at meetings was not so satisfactory; the majority of members apparently will not attend unless there is special business.

The credit rating department has been much used. It is found more and more necessary to determine the standing of all those asking credit; many a bad debt and loss has been saved by information supplied to enquirers. Grocers on the outskirts of the city do not assist as they might by becoming members and giving and receiving information. They so often say they are not going to give credit and cannot see where the association can help them on other matters. Too often the secretary is called in later on for advice as to persons who have had credit at some of these stores, from whom it is impossible to recover anything. These undesirables had been reported to our members and could not get credit, and then had persistently worked on these outer storekeepers until they had obtained permission to start credit accounts.

The following were elected officers for the year:—

President—H. Schroeder (re-elected).

Vice-President—E. B. Jones.

Treasurer—L. Acton.

Directors—E. J. Wall, W. Jeffreys, T. Lea.

Talk on Association Work.

The President then asked F. Welsh, of Vancouver, who is president of the British Columbia Retail Merchants' Association, to say a few words. He gave a most interesting talk on associations, their great benefits, and why all retail merchants should belong to them. He stated that the last place to form an association was Duncans, Vancouver Island, and other places were enquiring how to get organized.

Thos. Connor, secretary of the Retail Grocers' Association, Vancouver, confined his remarks chiefly to "the Pure Food and Industrial Show" in Vancouver from February 17th to March 1st, and urged all present to attend a convention of retail merchants of the Province of British Columbia, to be held on February 24 and 25.

Votes of thanks to these gentlemen for coming to Victoria and for their addresses, also to the wholesalers for attending, concluded the meeting.

Actual Apple Sale to the West Analyzed

Manitoba Dealer Bought From Ontario Grower—Freight Cost $1.18 Per Barrel—What the Consignment Included—Profit Was 97 Cents Per Barrel.

Deloraine, Man, Feb. 26.—(Staff Correspondent.)—There appears to be considerable enquiry in Ontario and the other apple-growing provinces in reference to who gets the profits, shown by the difference between the prices received by the grower in those provinces and that paid by the consumers in the West. It is noticed that in the discussion the middleman, as it generally happens, and the railroad companies are credited with getting nearly all of it. Perhaps the facts shown by the following transaction might throw some light on the subject:—

On October 31, 1912, a car of apples was shipped by J. G. Anderson, of Lucknow, Ont., from Port Rowan, to A. H. Atkinson, of Deloraine, Man. The car contained 169 barrels of apples, and were sold to Mr. Atkinson at $3.35 per barrel, subject to net 30 days' draft. The freight on the shipment amounted to $1.18 per barrel, which was paid by the purchaser. This, with 5c per barrel for unloading, made the cost to Mr. Atkinson $4.58 per barrel. This makes no allowance for telegrams or any incidental expense in connection with the transaction. The consignment consisted of the following:—

No. 1 apples—26 barrels Greenings; 28 barrels Baldwins; 35 barrels Spies; 9 barrels Russets; 22 barrels Sweets; 9 barrels Kings; 1 barrel Ben Davis; 1 barrel Phoenix.

No. 2 apples—15 barrels Baldwins; 20 barrels Spies.

No. 3 apples—3 barrels Phoenix.

Total, 169 barrels.

This shipment Mr. Atkinson disposed of as follows:—

35 barrels were sold at $6.00 per barrel; 116 barrels were sold at $5.50 per barrel; 18 barrels were sold at $5.00—total, 169 barrels.

In this transaction it will be seen that the retailer only made a profit of a fraction over 97c per barrel, which, considering the expense of handling and the risk incurred, was not an excessive profit. On the other hand, the price charged the consumer was all he could afford to pay. It may be said further that the apples were well packed and quite up to the quality the invoice called for, there being no complaint from purchaser of bad quality apples in the centre of any of the barrels. This transaction is a fine sample of the apple business in the West.

NEW COLD STORAGE PLANT.

Gunn's, Limited, West Toronto, recently completed the erection of a new city wholesale market and cold storage plant at the corner of Front and West Market Streets, Toronto. This building is approximately 100 x 50 feet, with three storeys and attic. On the first floor are the salesroom and the beef chill rooms. The second floor has the sharp freezers and coil loft for cooling the chill rooms on the main floor. The third floor is laid out for egg storage, and the attic for storage of cases. The cooling in the egg storage is effected by a forced circulation of air cooled in a cooling chamber located along one side of the building. The warmer air is drawn from the rooms through ducts in the ceiling by an electric fan located at one end of the cooling chamber, and after being forced through the brine coils is again delivered in ducts to the rooms. By this method both the temperature and the humidity of the rooms can be regulated.

At a meeting of the merchants of North Vancouver, B.C., held last week, it was decided to form a protective association. There was a lengthy discussion on the necessity of the merchants uniting and adopting a system of co-operation for mutual protection, and the organization of the North Shore Merchants' Association was the outcome. A committee was formed to draft a constitution for the working of the organization, which will be governed by a president, vice-president, secretary-treasurer and executive of six members. The general meetings will be held every second Tuesday in the month and executive meetings on alternative Tuesdays.

Current News of the Week

Quebec.

Wm. C. Christmas, Montreal, has admitted as a partner Ernest J. St. Amand, who has been identified with him for a number of years. The new firm is Wm. C. Christmas & Co.

Wm. A. Shackell, traveling salesman for Magor, Son & Co., Montreal, for some years, has severed his connection with that firm to become Montreal representative for William Neilson Limited, manufacturers of chocolates, Toronto, who have opened an office in the Lindsay Building, Montreal.

Magor, Son & Co., Limited, Montreal, importers and manufacturers' agents, have become incorporated under a Dominion charter, with a paid-up capital of $100,000, to take over the business of Magor, Son & Co., St. Paul Street. J. H. Magor, who has been associated with the business for over 33 years, having joined his uncle, the late Frank Magor in 1880, will be president. His son, Norman Magor, is vice-president. The firm, which has a Toronto office, will continue its agencies in Halifax, St. John, N.B., Fort William, Winnipeg, Vancouver and Victoria.

Ontario.

W. W. Roberts has purchased the grocery business of Thos. White, Bowmanville, Ont.

C. W. Raby has purchased the business of F. S. Rudge at 255 Augusta Avenue, Toronto.

Jas. and Harry Taylor have opened a new grocery business in Wallaceburg, Ont., under name of Taylor Bros.

G. M. Charlton, a St. Thomas grocer, has sold to Thos. Morice and Glen Allison. They take possession March 4.

Garfield Babcock has taken over the grocery business in Lindsay, Ont., for a long time conducted by Babcock & Sons.

Thomas Harper has purchased the grocery of Geo. Taylor on James Street, Wallaceburg, Ont., and is now in possession.

H. G. Reaume's grocery, Amherstburg, Ont., has been taken over by John Grant, who is renovating the premises before restocking.

Bruce McDougall, with F. McDougall & Son, Ingersoll, Ont., grocers, was a visitor at the Toronto office of The Grocer on Tuesday.

Jas. Scott, of R. Scott & Co., Mount Forest, Ont., is now on a pleasure trip to the Pacific Coast and will be absent about three months.

T. H. Jones and Lindsay Shillington, of T. B. Shillington & Co., Blenheim, Ont., have purchased the general store of Loren Handy at Erieau.

Henry Siebert has sold his grocery business, Windsor, Ont., to A. J. McTavish, proprietor of the Horseshoe Grocery, Howard Avenue.

The Toronto Retail Grocers' Association will hold their annual dinner on Wednesday, March 12 at the St. Charles Hotel. Representatives from other associations will be invited.

The ratepayers of St. Catharines, Ont., have endorsed a by-law to aid the company headed by W. H. Brigger, of Hamilton (The T. Upton Co., Ltd.), in the erection of a jam factory.

R. Palmer, of White and Co., Ltd., Toronto, returned Monday after a month's trip through the Middle States. Mr. Palmer reports business in the South as very good.

Steeper and Dunn, grocers, Mount Albert, Ont., have purchased a new store across the street from their present stand, and expect to open for business there about March 1.

T. S. McDonald has sold his grocery business in Smith's Falls to Geo. W. Patterson and Albert Giles. Mr. McDonald becomes a traveling salesman for Geo. Robertson & Son, wholesale grocers.

Fire in the Board of Trade building, Toronto, did damage estimated at $1,000 to the stock carried by Delapenha & Co., commission merchants. Mice gnawing at matches is given as one cause of the fire.

A permit has been issued to Chadwick & Beckett, in trust, for the erection of a four-storey brick biscuit factory on the east side of Sterling Road, Toronto. The building will cost in the neighborhood of $65,000.

The Ministerial Association of Woodstock, Ont., is trying to obtain early closing on Saturday nights for the grocers there. This body wants them closed at 9.30, and that no order be received for delivery after seven o'clock. The grocers are signing a petition to this effect.

Robt. Simpson & Co., tea importers, Hamilton, Ont., have added E. J. Ryan, London, Ont., to their selling staff. Mr. Ryan's territory will be between London and west to Windsor. He has had former experience on the road, and has been connected with the grocery business in London for a good many years, where he was and is yet greatly interested in the Retail Grocers' Association.

Western Canada.

Cent coins have been introduced in Lethbridge, Alta., by the Hudson's Bay Co.

Ritchie & Meredith, grocers, Lethbridge, Alta., are succeeded by A. M. Ritchie & Co.

The United Farmers of Alberta are making plans to form a co-operative society in Holden, Alta.

The Colonial Grocery, Fruit and Produce Store, Regina, Sask., have ordered two motor delivery trucks.

Mr. Bathgate, of Scott, Bathgate & Co., Winnipeg, returned on the Empress of Britain from a two months' trip in England.

O'Loane, Kiely & Co., Ltd., is the name of a new firm of wholesale brokers and commission agents in Vancouver, B.C. Mr. O'Loane, who is known to a great many readers of the Canadian Grocer in the East, was once with C. McIlhargey at Stratford, Ont., and later was manager of Foley Bros. & Larsen, of Winnipeg, Man. Mr. Kiely was also with the latter firm.

SOMETHING NEW ONCE MORE.

Montreal, Feb. 26.—(Special.)—The Associated Stores, Limited, have leased the old Ogilvy building, at the corner of St. Catherine and Mountain Streets, Montreal. It is the intention of this company to operate a co-operative departmental store, something along the lines of the one operated in Chicago by the Rosenthal interests. Mr. N. H. Truett, manager of this novel store, states that it is the intention of the company to sub-let space to different tardesmen, who will operate each department as a separate store, yet being a unit in the whole store. The company will provide light, heat, telephones, floorwalkers, elevators, janitors, etc., and will look after the operating end, while the different tradesmen will look after the selling end. In the basement will be grocery, delicatessen and dairy stores, while the upper storeys will be devoted to the various other lines of merchandise.

Advance in Woodenware; Decline in Beans

Sugar Situation Continues a Puzzle—Advance in Many Lines of Spices—Further Advances Expected—Tea Market Firmer and Tending Upward—This Seems Good Time to Buy—Canned Goods Dull.

QUEBEC MARKETS.

POINTERS,—
Woodenware—Advanced 15 per cent.
Tea—No change.
Beans—Easier.
Evaporated Fruits—Brisk.
Coffee—Mochas higher.

Montreal, Feb. 26.—Trading in groceries is duller this week and while volume has been larger than year ago demand is mostly for goods to fill immediate wants. Prices are not fluctuating and are remaining quite steady. The only change worthy of note is advance in woodenware. Increase amounts to about 15 per cent. on average, while on some it is higher and others lower. Clothes pins are selling at 75c a box, which is an advance of 5c per box.

French Sardines are scarce, while domestic sardines are quite plentiful. Seeded raisins are coming into better favor. Collections are reported to be very slow and unsatisfactory.

SUGAR.—Prices remain stationary at last week's quotations. The primary market on raw sugar is stronger, having advanced 3c. The demand at present is purely consumptive and both jobbers and dealers are simply buying to cover their daily wants. The tone of market is a trifle stronger with the feeling going the rounds, that the market will steady itself, but of course this is problematic. Wholesalers report dealers are buying more liberally.

The European markets this week have been steady.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be bad at 5c above bag prices.

SYRUP AND MOLASSES.—Prices remain unchanged on both syrup and molasses. Letters received this week from Barbadoes, dated 10 days ago, state that harvesting has not commenced in earnest and unless conditions change will not begin before end of March. This is about two months behind the usual cutting time. Orders are being booked now for May, June, and July delivery. The demand is good for fancy Barbadoes but cheaper grades are rather dull.

Syrups are moving freely especially corn syrups. Maple flavor syrups are in fair demand with same prices ruling as last week, namely for 90 per cent. pure $1.00 per gallon.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—There is a better inquiry for evaporated fruits this week and volume of the turnover is greater than it has been since some weeks.

Seeded raisins are in better demand and are moving out freely. Prunes are also in good favor and demand for these is keeping fairly active. Small lots of currants and bulk raisins are moving mostly to fill in stock. Prices remain practically same as volume of business passing is not large enough to cause much fluctuation.

Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 07
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	0 04½	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-50	....	0 10
50-60	0 09	0 09½
60-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	0 07½	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages, 12 oz.	0 07	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08½
Sultana raisins, loose, per lb.	0 11½	0 12
Sultana raisins, 1 lb. cartons	0 12½	0 14
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07½	0 08
Valencia, select, per lb.	0 08	0 08¼
Valencia, 4-crown layers, per lb.	0 08½	0 09

TEA.—There is no change in tea market from last week and prices remain firm. The better grades seem to be in good demand while the cheaper is not being imported as freely as in past. Trading is fairly good for season.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Mocha coffee is stronger this week and has advanced a few points. Demand is good for nearly all lines of coffees. Stocks are being laid in, and buying is liberal. Mexicans have not advanced any yet. Other than this there is nothing of importance to report. Buying seems to be favorable to the better grades of coffee which are much stronger than cheaper lines.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27

SPICE.—There is no change in the spice market and prices are stationary. Advices from New York state that nutmegs, peppers and cloves are active, but prices have not varied. Spot stocks are ample to take care of local trade.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Nothing new in the situation here. Trading is nominal and prices unchanged.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Trading in nuts is dull and listless, shelled almonds being about the only line in demand and these are moving freely. There is easier tone to market. Peanuts are beginning to brighten up some.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barceiona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 15½	0 17
Walnuts, Myette Grenobles, per lb.	0 15½	0 17
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 03½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

BEANS.—Trading in beans is quiet and stocks on hand are large. Prices are trifle easier than last week. Few beans are being imported at present as dealers here are pretty well stocked up.

Beans—		
Imported white beans, bush.	2 60	2 75
Yellow beans, bushel	3 00	3 60
Ontario, 3 lb. pickers	2 60	2 65
Imported green peas, Belgium	2 75	3 30
Yellow peas	2 60	2 70

ONTARIO.

POINTERS:—

Sugar—Situation doubtful.

Spices—All high and advancing.

Prunes—Sizes 60 and 90 easier; 40's and 50's scarce.

Beans—Market dull.

Tea—All grades advancing.

Toronto, Feb. 26.—Cold weather has stimulated trade to some slight extent, but even at best trade is still dull. Reports from West state that money is somewhat tied up, thus placing a decided check on business transactions of all kinds. Some of the local wholesales report collections poor, while others find slight difference between this and other years. It is generally recognized, however, that condition of the money market is everywhere having a depressing effect on business.

SUGAR.—The sugar situation is puzzling one. In face of an advance in spot sugar in New York last night refined dropped 5c. Whether this will have any effect on local markets is a problem as yet unsolved. The demand for sugar must soon increase, as the country is now well cleaned up, and an immense amount of business is ready to move. With present advancing tendency of raws it is quite possible there will be no further decline . An advance of 13 points in raws has developed since January 10. So that if advanced quotations can be held the chances are that market will harden up.

First quotations are now in on Barbadoes sugar. Opening prices on centrifugal sugars are ½c lower this year than last.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—Dullness still continues to prevail on this market, with little sign of change. Higher grade molasses are firm and advancing. Cheaper grades continue quiet and unchanged. First shipments of all classes of molasses will be made from Barbadoes about April 1, and will arrive here early in May.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 10
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbadoes, fancy, barrels	0 45	0 47
Barbadoes, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Little change is to be noted in fruits. Quite a number of prunes are selling, but, apart from that, little business is being transacted. In prunes 30's and 40's are practically off the market; 40's and 50's are scarce, and in 60's and 90's an easier feeling prevails. Prunes, apples and raisins are to-day lower than last fall, whereas they should be higher. Dullness in trade is attributed largely to low prices of apples and number of fresh vegetables in the country.

Currants on primary market are firming up. Arrivals from Greece have been light, and Greeks appear in no hurry to consign goods until prices are high enough to suit them.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¾
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08¼
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12¼
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04¼
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07¼
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07¼
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Quality of tea on primary market has been showing marked improvement of late, and as result all grades are tending upward. Few Indians are now on market. Thus demand for Ceylons is increasing rapidly. Under present conditions this looks like good time for retailer to stock up.

COFFEE.—Easier feeling continues to prevail in coffee situation. Change is most marked on cheaper grades, which have declined slightly on primary market. In mild coffees slight change is noted.

Rio, roasted	0 21	0 23
Green, Itio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—All spices are tending upwards. Cloves, peppers, cream of tartar, cardamon and celery seeds are all high now, and show signs of further advances. Trade is fairly brisk for season.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 68
Cream tartar	25—26	90—0 00	.....
Curry powder	25—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	99—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 25	1 40
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 35	0 50
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83

RICE AND TAPIOCA.—Some cheaper shipments of Singapores are still on the way, but general tendency in tapioca is towards firmness, if not an advance. Rices seem to have struck bottom, and are now firming up. Prices on local market remain unchanged.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09¼
Medium, pearl	0 06	0 07
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Only usual small trade in nuts is passing. Market is dull and featureless. New Brazil nuts are expected within next twenty days.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 34	0 36
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07

Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Farmers are now commencing to offer stocks of beans, but are unwilling to sell at present low prices. First quality Canadian beans are hard to get, and market is being flooded with second or third grades. The whole market is "sick," causing prices to decline.

Beans, Canadian—		
Prime beans, per bush.	2 50	2 65
Austrian, H.P., bush.	....	2 75

CANNED GOODS.

Montreal.—Canned salmon is weak and it is expected that lower prices will soon prevail. Canned sardines are very strong owing to the poor fishing in France and Norway. Olive oil is more expensive now and labor is higher. Stavanger packers are only accepting orders that are subject to advances in price which is a good indication of the way the market is going. At present there are few French sardines on the market. Kippered herring remains the same.

Toronto.—Dulness in canned goods market throughout season is said to be due chiefly to large quantities of apples and vegetables on hand throughout the province. Free and extensive use of these has lessened demand for all lines of canned goods to such an extent that dealers are now somewhat overstocked. With cold weather setting in and apples advancing it is expected that demand will again stiffen.

MANITOBA MARKETS.

Winnipeg, Feb. 25.—(Corrected by Wire.)—The market is steady on all lines of staples, and no changes have gone into effect or are forecast at present.

Wholesalers report the volume of business as very satisfactory and prospects excellent. There is no doubt that mild weather and the opening up of the building season is helping the retail trade.

Collections are not as good as they might be, but on the whole are reported as better than at this time last year.

The North-West Grain Dealers' Association estimates the amount of wheat yet to come to market in the West at 26,500,000 bushels. There is also considerable other grain to market, and the sale of this produce will keep considerable coin in circulation during the spring and early summer. It is also known that there is considerable cash in farmers' hands, held in reserve for spring expenses.

The new Customs regulations here, which practically add a charge of 12½ to every package of freight to be passed through the Customs warehouse in Winnipeg, is unpopular. The Board of Trade here is taking up the matter, and will take care that the protests of Winnipeg business men will be presented to the Ottawa Government in no uncertain terms.

SUGAR.—The local situation is unchanged, but the market is reported as a little firmer at primary points.

Montreal and B.C. granulated, in bbls.	5 15
Montreal and B.C., in sacks	5 10
Montreal and B.C. yellow, in bbls.	4 75
Montreal yellow and B.C. yellow, in sacks	4 70
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Syrup values are unchanged here, with a good above average demand. Corn values are on the rise, and corn products will likely follow should the movement be sustained.

2 lb. tins, per case	2 13
8 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	.... 6 20
Maple syrup, ½ gals.	.... 5 85

DRIED FRUITS.—Business in dried fruits is dull, with prices steady. Valencia raisins are reported as scarce in the primary markets. There is no news of special interest from California since last review.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05¼
90-100s, 10s, s.p.	0 05
80-90s, s.p.	0 06
80-90s, 10s, s.p.	0 06½
70-80s, 25s, s.p.	0 06¾
70-80s, 10s, s.p.	0 07
60 70s, 25s, s.p.	0 06⅞
50-60s, 25s, s.p.	0 07¾
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¼ 0 09½
Smyrnas	0 13 0 15
Currants—	
Dry clean, per lb.	0 07¼
Washed, per lb.	0 07⅝
1-lb. package	0 08¾
2-lb. package	0 17¾

COFFEE.—The New York coffee market is complicated. There is said to exist a powerful bull interest, or rather combine, against a large, though very scattered, short faction. The enormous valorization sales have not depressed prices, and the most reliable sources of information place the growing crop as likely to be light.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 11¼
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 25 0 45

BEANS.—There is nothing new in bean market, and prices are unchanged. There is an ample supply to meet demands, but hand-picked beans are scarce.

Beans—	
Hand picked, per bushel	2 95
3 lb. picker	2 65
Peas—	
Split peas, sack 98 lbs.	4 00
Whole peas, bushel	2 75
Barley—	
Pot barley, per sack 98 lbs.	3 65
Pearl barley, per sack 98 lbs.	5 15

NUTS.—Trade is very quiet and altogether featureless.

	Per lb.
Brazil	0 18 0 19
Tarragona almonds	.... 0 16¼
Peanuts, roasted, Jumbos	.... 0 12¼
Peanuts, choice	.... 0 11
Pecans	.... 0 22
Marbot walnuts	.... 0 13½
Grenoble walnuts	.... 0 16
Sicily filberts	.... 0 11½
Shelled almonds	0 33 0 34
Shelled walnuts	.... 0 31

WINNIPEG.

PRODUCE AND PROVISIONS.—Lard prices have had a slight advance; dried meats are firm, but unchanged. Features of the week have been a sharp decline in butter, and a big reduction in the price of eggs, both domestic and imported.

Lard—	
Tierces, per lb.	.... 0 13¾
1 lb. bricks	.... 0 15½
50 lb. tubs	.... 7 00
20 lb. pails	.... 2 85
10 lb. cases	.... 8 70
5 lb. cases	.... 8 80
3 lb. cases	.... 8 85
Cured Meats—	
Hams	0 16½ 0 19
Bacon	0 18 0 22
Shoulders	.... 0 14¾
Long clear D. S.	.... 0 15
Mess pork, bbls.	.... 26 00
Butter—	
Creamery	0 33 0 35
Dairy, best	0 25 0 27
Dairy, No. 1	0 21 0 22
Dairy, No. 2	0 18 0 20
Eggs—	
Manitoba, per doz.	.... 0 22
Storage	.... 0 17
Cheese—	
Ontario large	.... 0 15¼
Ontario twins	.... 0 15½
Manitoba large	.... 0 14½
Manitoba twins	.... 0 15

WINNIPEG.

FRUITS AND VEGETABLES.—Ontario apples are generally 50 cents per barrel cheaper than at time of last review. Hothouse rhubarb is up 3 cents. There is no active demand for green fruits, but some improvement is discernible.

Seville oranges	.... 5 00
Messina lemons	.... 7 00
Frozen cranberries	.... 10 00
Malaga grapes, kegs	.... 9 00
Navel oranges, case	4 50 5 00
Bananas, per bunch	2 50 3 50
California lemons, crate	.... 10 00
Washington apples	1 50 2 25
Florida tomatoes, case	.... 9 00
Ontario apples	3 75 4 00
Cranberries	.... 14 00
Spanish onions	.... 3 75
Florida grape fruit	.... 5 00
Valencia onions	.... 2 00
Hothouse rhubarb	.... 0 15
Strawberries, quart	.... 0 50
Sauerkraut, lb.	.... 0 04
Potatoes—	
Potatoes, per bushel	.... 0 40
Carload lots	.... 0 35
Jersey sweet, basket	.... 3 50

WINNIPEG.

FLOUR AND CEREALS.—The domestic trade in flour is fair, and the export outlook is improving. Prices are not liable to change.

Flour—	
Best patents, per bbl.	.... 5 40
Seconds, per bbl.	.... 4 80
Bakers', per bbl.	.... 4 00
Rolled Oats—	
Rolled oats, 80 lbs.	.... 1 90
Standard granulated, 98 lbs.	.... 2 40
Cornmeal, sack, 98 lbs.	.... 1 75
Wheat granules, 98 lbs.	.... 2 65
Bales, 16s	.... 3 08

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, Feb. 26.—(By Wire).—Since last report there have been no

changes in quotations here, business being on a fairly good scale for this time of year.

Butter, creamery, per lb.	....	0 35
Butter, New Zealand prints	....	0 33
Butter, New Zealand solids	....	0 32½
Currants, Filiatras, per lb.	....	0 08½
Currants, Vostizzas, per lb.	....	0 10
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per barrel	....	4 30
Eggs, per dozen	0 33	0 45
Flour, Manitoba best, per bbl.	....	6 60
Oatmeal, std., per sack	....	1 90
Potatoes, local, ton	....	15 00
Potatoes, Ashcroft, ton	....	21 50
Raisins, Cal., fancy, per lb.	0 06	0 07
Rice, Japan, per ton, No. 1	....	112 50
Rice, Japan, per ton, No. 2	....	90 00
Salmon, Sockeye, per case	....	10 25
Sugar, std., granulated, per cwt.	....	5 55

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Feb. 27.—Markets were quiet during past week. Dealers report better business and say collections in city are more encouraging, although in country districts they are not so bright. Rolled oatmeal is easier. Sugar market is weak. Crop prospects for sugar are bright. The trouble is buying only in small quantities. Molasses are firm but a change is looked for next week on arrival of new stocks from Barbadoes. Present stocks are light. There is no change looked for in flour. The supply is up to average and the increased lumber operations are making better demand for barreled pork and forcing price slightly. Dairy market is improved by snow making better roads for farmers.

Bacon	$	$0 15
Beans, band picked, busbel	2 75	2 80
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 32	0 36
Butter, creamery, per lb.	0 28	0 30
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, bennery	0 40	0 50
Eggs, case	0 25	0 27
Flour, Manitoba	6 25	6 35
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	24 50	27 50
Pork, American clear	25 00	27 00
Potatoes, barrel, new	1 80	2 25
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

NOVA SCOTIA MARKET.

By Wire.

Halifax, Feb. 26.—Bad weather has been interfering greatly with business, and shipments are light. With exception of fresh laid eggs, which have dropped to 26 cents, prices in general lines are firm. Bananas are 25 cents higher. Grape fruit has advanced. Lemons are scarce at five dollars and higher prices predicted. Retailers report stocks vegetables as low. No. 1 apples are scarce, quoted $3.50.

Apples, No. 1, per bbl.	....	3 50
Bacon, side, per lb.	....	0 19
Butter, creamery, per lb.	....	0 32
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 28
Eggs, cold storage, per dozen	....	0 26
Flour, Ontario 90 per cent.	5 20	5 30
Flour, Manitoba best, per bbl.	....	6 30
Hams, per lb.	....	0 19
Lemons, per case	....	5 00
Oatmeal, std,, per sack	....	1 90
Potatoes, per bag	....	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25

By a B. C. Grocer.

A matter came under my notice only the other day in reference to "Leaks" which I thought you might be able to use.

A clerk placed a can of oil on the floor, and shortly afterwards on opening a wooden box of sweet biscuits set the biscuit box on top of the oil can. Fortunately the incident was noticed in time, otherwise the oil might have got into the box and spoiled all the contents. It was simply a piece of carelessness on the part of the clerk.

I know of an incident which occurred in a certain store some time ago which would probably come under this heading. A woman who used to help her husband in the store occasionally was left alone while her husband was out for a time. A customer came in, and about the same time the baby began to cry. She took the baby in her lap, and while tying up the parcel of bread asked for she set the baby on the cheese.

ANNUAL R.M.A. CONVENTION.

The annual convention of the Ontario Provincial Retail Merchants Association was called for Monday and Tuesday this week, but owing to an exhibition of office appliances, etc., to be held during the week of April 28, it has been postponed till then. This exhibition will be held in Massey Hall, and while the Retail Merchants Association is not affiliated or connected with it, the association is convening for mutual purposes at the same time, the meetings of the latter having been arranged for at Massey Hall for April 28 and 29. In view of the exhibition the Association expect a large attendance.

ANOTHER SOAP COMPANY. COMING.

The B. J. Johnson Soap Co., of Milwaukee, U.S.A., have purchased the northeast corner of George & Britain Streets, Toronto, and will erect a Canadian branch there. Their chief brand is Palmoline. The property sold at around $30,000.

FIRE IN SPICE FACTORY.

Montreal, Feb. 25.—Fire broke out on Monday night in the warehouses of S. H. Ewing and Sons, general commission merchants and importers at 98-102 King Street. Considerable damage was done, but the exact loss has not yet been determined. The chief business of this firm is in spices and large stocks were carried.

The question why men have been the famous cooks of the world rather than women, who are by far the majority in the profession (for nowadays the domestic arts schools are making the business of the cook a profession), is answered by a Western paper in amusing comments on the indefiniteness of the instructions which women could give each other. Cookery as pursued by women has been an art, not a matter of exact knowledge, and this is said to explain why the man cook is the one who has risen to the top rank in the work. The contention is that all chefs know by exact weight and exact measure the amounts of all ingredients that go into their various dishes, while in the cook book made for ordinary kitchen use are found pinches of this, cupfuls of that, teaspoonfuls of the other—and moreover sometimes heaping teaspoonfuls and sometimes level. All these quantities must vary almost indefinitely as measured by different fingers, cups and spoons, so cooking has been for women a matter of "judgment," and the word is often on the lip of a good cook.

Armand Chaput, general manager of Chaput, Fils and Cie, is sailing on March 1st from France and will arrive in Montreal about March 15th.

Fred. J. Hook, representing Peek Frean & Co., Ltd., London, England, biscuit manufacturers, is now at the Queen's Hotel, Toronto.

Apples Firmer; Potatoes Likely to Weaken

Stocks of Apples in Barrels Said to be Smaller Than Year Ago at This Time—Lemon and Orange Market Quite Firm—When Mild Weather Comes More Potatoes Will be Marketed.

The apple market has this week taken on a much firmer tone, and prices have advanced, considerably. Demand is good, and as stocks are none too heavy the advance was waranted. Wholesalers state that there are to-day fewer apples in barrels in Canada than at corresponding period year ago.

Fruit brokers have been selling Verdelli lemons this week for delivery next June. Messina lemons are coming on quite freely and show fine quality, although sizes are not all that is to be desired. Demand for these continues heavy and stocks move out freely.

MONTREAL.

GREEN FRUITS.—Trading in this line continues dull and uninteresting. Valencia oranges are selling more freely as result of frost damage to the California crop. Lemons are holding their own but there is a weaker undertone and prices will likely be shaded by next week.

Mexican oranges appearing on local market are of poor quality, as they are dry. Almeria grapes are quiet. Apples are a little stronger than last week, although the cold weather has put a damper on sales. Ontario packers are exporting quite freely, but few are moving from here.

About 32 cars of fruits and vegetables were imported during the past week. Among these were six cars of lemons, 13 cars of bananas, 2 cars celery, 2 mixed vegetables, 2 tomatoes from Florida, 4 cars of navels and one of Valencias.

Apples, fall, No. 1	3 00	4 50
Apples, fall, No. 2	2 50	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans cases of 24	....	4 50
Almeira grapes	6 00	7 50

VEGETABLES.—There is no change in any prices on vegetables this week and trading is quite dull. The cold weather has put a check on sales. Celery is a drug on the market at present due to heavy stock and cold weather. Tomatoes are coming in quite freely both from Florida and Bahamas. They are commanding $3.50 to $4.50 per case repacked and are of good quality.

Potatoes are firm at prices quoted and demand continues fairly good. Considerable lettuce is being sold and radishes are moving freely. Cucumbers are in fair demand but price is prohibitive to the masses. Celery is a drug, stocks being too heavy. Two cars coming on the market at once last week broke the price and demand is weak.

Canadian oyster plant	....	0 50
American oyster plant	....	1 10
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	....	1 20
Cauliflower (for single cases $2.00)	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 50	5 00
Cucumbers, basket, per dozen	....	2 50
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag..	0 70	0 80
Quebec grades, car lots, per bag.....	0 65	0 70
Quebec grades, small lots, per bag...	0 90	1 00
Spinach, bbl.	2 50	2 75
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 12 doz.	....	1 50
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 42	0 45
New potatoes, 7c lb. or, bbl.	....	10 50
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15

TORONTO.

GREEN FRUITS.—The past week has seen quite a marked advance in the price of all apples. This is due partly to scarcity of apples for although apple crops were so heavy last fall there are now fewer apples in barrels in Canada than at this time last year. Further advances are expected within short time. Oranges free from frost are also advancing. Those selling previously for $2.75 and $3.00 cannot now be bought for less than $3.25.

Strawberries have also advanced this week and are likely to remain higher for some time.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 80	....	6 50
Hothouse grapes, per lb.	....	1 10
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case..	2 50	3 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	2 75	3 25
Navels, per case	3 00	3 75
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case..	....	3 75
Oranges, Valencia, large, 420s, case	4 75	5 00
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	4 00	4 50
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	....	5 50

VEGETABLES.—Owing to an over supply of almost all lines of vegetables on market it is expected that lower prices will prevail throughout season. Cold weather has prevented farmers from hauling in potatoes and thus market has been sustained. But time is near at hand when these will have to be offered and as result lower prices may be expected. Mushrooms are becoming scarce on local market and have advanced accordingly.

Fresh vegetables are causing greater demand as season advances. Prices in these continue practically unchanged.

Beans, wax and green, hamper	5 00	5 50
Beets, per bag	0 60	0 75
Beets, imported, per doz.	....	1 00
Brussel sprouts, per quart box	....	0 22
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)..	0 75	1 00
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 25	3 25	4 00
Celery, Florida, per case	3 25	3 50
Celery, California, bunch of dozen heads	....	1 25
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	1 50	3 00
Egg plant, each	0 15	0 25
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	....	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 95	1 05
Parsnips, per bag	0 50	0 65
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Rhuharb, according to size, per doz.	0 85	1 25
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	4 00	4 50
Sweet potatoes, 50 lb. hamper	1 25	1 50
Water cress, per doz. bunches	....	0 25

Great Scarcity Prevails in Fresh Fish

Stormy Weather off Atlantic Coast Hinders Fishing Operations—Catches Light —Frozen Lines Being Well Cleaned up—Some Lines Completely Disappeared Market Firm With Upward Tendency—Visible Supply of Cod, Haddock, and Halibut Greatly Reduced.

Great scarcity in all lines of fresh fish prevails. Weather conditions have been unfavorable for fishing operations and resulting small catches have had their effect on all markets. Storage stocks have been brought forward to take the place of fresh fish, but even in these, stocks are being rapidly depleted. Higher prices and scarcity of supplies have increased demand for smoked and salt lines. With four more weeks of Lenten season, fish trade prospects for a good season are bright. On account of Lent coming so early this year, and prospects of cold weather even after Easter, the trade should find it to their advantage to push sales of fish and oysters even after completion of Lenten season.

MONTREAL.

FISH.—Past week has seen serious shortages in several lines of fish, but conditions at beginning of week are much improved. Trade is continuing active with everything pointing to increased demand. Stocks are quite ample to take care of present demand except in Halibut and Haddock. There is, practically speaking, no Halibut on local market, although a few cars offered at the exorbitant prices of 18 to 20c per lb., but even at this price offerings are quickly snapped up. Frozen Halibut is bringing 16 to 17c and is also scarce, but it is expected that the price on Halibut will soon go down as the steamers are out and will land catches within a week or ten days.

Last week the Boston market went "aeroplaning" and quoted extremely high prices, but this didn't last long, as dealers refused to buy.

Haddock is still high, and is quoted this week at 5 to 6c, while cod is bringing 6c to 7c with scanty offerings. There is a good supply of frozen haddies which are being offered for what they will bring. Lake fish are coming forward in good quantities and are in good demand.

The demand for oysters and shell fish is keeping quite active and prices are firmer this week than last when it was freely thought there would be a decline. This, however, looks quite a distance off at present due to increased demand and should the weather continue favorable it is likely that prices will remain firm. Lobsters are scarce with consequent high prices which have curtailed the demand to a considerable extent. English sprats are getting scarce.

With favorable weather and four more weeks of Lent it is expected that the large stocks of smoked fish will be cleared up as present demand is quite heavy and promises to continue.

FRESH AND FROZEN.		
Flounders	....	0 05
Dressed perch	0 09	0 10
Fancy spring salmon, per lb.	0 14	0 15
Large herring, per 100	....	1 80
Market cod, cases, 250 lbs., per lb.	....	0 05
Less than case	....	0 05½
Smelts, fancy	0 12	0 13
Haddock, per lb.	0 05	0 06
Halibut, per lb.	....	0 15
Herring, frozen, per 100 fisb, medium	....	1 80
Mullets	0 06	0 07
Pike, dressed and headless, lb.	....	0 07
Tom cods, new, per bbl.	....	1 50
Pike, round	....	0 06
Steak, cod	0 06	0 07
Mackerel	....	0 10
B. C. red salmon	....	0 10
Gaspe salmon, per lb.	....	0 15
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	....	0 10
Lake trout, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, lb.	....	0 07
Pure cod tablets, 20 1-lb. tablets	....	2 30
Barbotte (dressed), bullheads, per lb.	....	0 10
Black Sea bass	....	0 12
Fancy bluefish	....	0 13
Fancy weakfish	....	0 10
PREPARED FISH.		
Boneless cod, in blocks or pkgs., lb.		....7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle		6 00
Shredded cod, 2 doz., in box, per box		1 80
Boneless strip cod, 30-lb. box		0 10
Pure skinless codfish, lb.	....	0 07½
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs., No. 1		10 00
New Labrador herring, per bbl.		5 00
New Labrador herring, per half bbl.		2 80
No. 1 mackerel, pail		1 75
No. 1 mackerel, half bbls.		7 00
Lake trout, kegs		7 00
No. 1 green haddock, per 200 lbs.	....	8 50
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Scotch herring, keg	....	1 10
Holland herring, keg	10 00	10 50
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	17 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	6 50	7 00
SMOKED.		
Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box		1 10
Haddies, fancy, 15-lb. boxes, per lb.	0 06	0 07
Fillets, fancy, 15-lb. boxes, per lb.		0 11
Herring, new, smoked, per box		0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.		0 22
Boneless smoked herring, 4 lb. boxes, lb	0 10	0 11
Ciscoes, per basket	....	1 25
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 25

TORONTO.

FISH.—Supplies of cod and haddock both in fresh and frozen lines are scarce and practically off market. Great difficulty has been experienced in securing these during past couple of weeks. At present it is uncertain whether any fresh will be obtainable for rest of season. Halibut are now selling at 12 cents straight, owing to scarcity. Visible supply will last two weeks. After that it is expected that halibut will not be staple line on market. Whitefish too, are scarce and brisk demand soon snaps all up. Fillets have been off market for couple of days, but fresh supplies are expected again shortly.

Business is reported as very satisfactory to all. In fresh lines cod, haddock and flounders are in greatest demand, while in frozen lines whitefish, trout, halibut, salmon, and mackerel are all moving out freely.

Oysters arriving still show good firm quality. Frosts have not been severe enough to injure stocks and as result stocks are much stronger than year ago. Recent cold snap has put new vigor in business, causing all lines to be turned over more rapidly.

FROZEN FISH.		
Halibut, per lb.	....	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, headless and dressed	....	0 12
Qualla salmon, per lb.	0 08	0 09
Sea herring, per 100	....	2 00
Lake Superior herring, per 100	....	3 00
Whitefish, per lb. straight	0 10	0 12

Headless pike, per lb. straight	....	0 07
Pickerel, per lb. straight	....	0 09
Lake Erie herring, per lb. straight	....	0 06
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
Flounders, per lb.	....	0 05
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador herring, per keg	....	3 25
Labrador herring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Not for a long time has there been such a scarcity of fresh fish on local market. Stocks that were held in storage are also being rapidly depleted. Bad weather off coast has greatly interfered with fishing operations. None of the vessels have been able to reach the fishing grounds for more than a week. A small quantity of fresh halibut is offered at 25 cents per pound. At this price it sells strongly. Halibut, however, is cheaper here than in the United States market.

Only a few lobsters are offering, and shipments to Boston market are small. Fresh haddock has heen advanced to eight cents per pound retail.

WINNIPEG.

FISH AND POULTRY.—The Lenten trade has ahout come up to expectations, and supplies in the city are adequate. Poultry is featureless, with no very marked demand.

Fish—

Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 09½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 72
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

Suggestions for Window Displays of Fish

Reproduction of Table Showing Platters of Various Kinds of Fish Recommended As Good Sales Producer—Desire To Possess the Article Displayed Must Be Created—Sword Fish Display Readily Gets Attention.

Now that the Lenten season is in full swing, the window displays should specialize on fish and specialties for this season. To give an added impetus to fish sales, novel displays that will attract attention, yet at the same time develop the interest of the passing consumer into a desire to purchase, and turning that desire into a sale, thus filling your cash drawer with the coin of the realm, should be studied out. Probably this sounds too theoretical to readers, yet this is the process that actually takes place whenever goods are sold. Especially is this true where goods are sold above the actual demand, for then the salesman has to create sufficient interest in the customer's mind to get her to look at the goods, then by stimulating the desire into action the sale is made.

How Traveler Makes the Sale.

Just to illustrate this point, suppose a traveler comes into your store. He gets your interest the very minute you spy his sample case, but that is a long way from getting the actual order. He has to use many arguments, show many samples, and reason it out with you, pro and con, showing you just where and how you can make money by handling his particular line of goods. He got your interest when you saw his case, but he had to create desire on your part for the goods, and then stimulate it till you acted by giving the order. The salesman went laboriously through this process, step by step, till he secured your order.

Now if the retailer can do this same thing hy the use of novel window displays or expert salesmanship it will pay him handsomely, and should he be able to do it successfully for any length of time it would not be long before his services would be in great demand.

That it can be done is demonstrated hy window displays that one sees from time to time in different stores, but the trouble is that these displays seem to be the result of periodic "hunches" that flare up like a skyrocket on a dark night, attract attention for a while, and then slowly flicker out, falling back into the old rut.

The Ideal Display Setting.

To attract the customer's interest there is no display more effective than showing the goods in the surroundings in which they are ultimately used. Of course, it is not always practicable to do this, but wherever possible this plan should be adhered to. In arranging a fish window next week make it appear like this. Place a table cloth on the floor of the window, the idea being to imitate a table. It would be better to raise the centre of the window up about a foot above the rest of the window.

In the centre of the cloth place a large platter of fillets of haddie, filling the platter liherally with the golden strips. On one side of this place another platter of salt Labrador herring, with a platter of salt lake trout on the other side. To support this main display, place around these three platters small platters of boneless cod, shredded cod, Digby chicks and Digby herrings. The background should be of kippered herring, with little kegs of extra selected salt mackerel and Lochfu herring.

To relieve the heaviness of the platter display use little kegs of anchovies and in the centre whole Georges codfish. To support this use bloaters, salt Gaspe salmon, Dutch herring, salt codfish and finnan haddie. To lend color to the display glass jars might be used of Anchovies, lobsters, sardines in tomato sauce, sardines and some sprigs of parsley. On each kind of fish place a neat card stating the variety of fish and the price of same, both in small and large lots. Have all the cards the same and in the same size of type. Then on the window, above the line of vision, place several suggestive menus and dishes.

A Novel Trim.

Get one of the fish companies to supply you with a sword fish, which they will only be too glad to do to assist anyone to boost sales. Place this novel fish just above the display, having the snout of the sword fish against the window. Around the window might be shown a border of swords of as antique a variety as it is possible for you to obtain. This will lend an individual atmosphere to the display that will certainly attract attention and bring sales, especially if this display is used on Wednesday and Thursday. It could be strengthened by using a card worded thus: "The quality of our fish is mightier than the dread sword fish."

By using the newspaper just prior to putting in the display for purpose of calling people's attention to the special display the dealer will be able to arouse their interest, and this will result in more sales.

The Ontario Gazette announces the incorporation of E. D. Smith & Son, Limited, Winona, capital $1,000.000. The company will deal in fruit and nursery stocks of all kinds, and is empowered to carry on a land and building company. This was formerly simply E. D. Smith.

General Firmness Prevails in Flour Market

Decline in Rolled Oats Announced in Montreal—Cereal Market Dull—Inducements Offered to Buy Package Goods—Cold Weather Stimulates Trade in Bran—Other Mill Feeds Quiet.

Flour market has taken on a much brighter tone this week. In Montreal domestic demand is quite heavy and export demand steadily on increase. Heavy snowfall in New Brunswick has increased lumbering operations and stimulated trade to corresponding proportions. And in Toronto declining mill feed markets have caused proportionate firmness in flour.

Receipts of flour in Montreal for the week were 6,679 sacks as compared with 27,784 sacks for the same week of last year. The exports from Portland and St. John for the week were 74,504 as compared with 31,983 for the corresponding week of year ago. The stock of flour in store on spot in Montreal showed an increase of 27,043 sacks over stores of week ago and an increase of 58,410 as compared with same week of year ago.

This week rolled oats have declined in Montreal corresponding with decline in Toronto last week. Trade in bulk goods is reported as dull while in package goods greater briskness prevails owing to special offers made by manufacturers as an inducement to buy.

Demand for bran has increased greatly on all sides owing directly to colder turn of the weather. Prices have now gotten pretty well down to rock basis; $20 is about as low as mills care to sell, but when trade is dull it seems better to sell at $19 than pay storage. Were prices to go any lower, Canadian stocks could easily be disposed of on United States market.

MONTREAL.

FLOUR.—A much brighter tone prevails in flour market here due to increased demand for export flour. The increased inquiry from Europe has strengthened local market considerably even though actual sales were small, thus promising brighter times ahead. There are no important changes on local market and prices remain stationary at quotations given last week. The local and domestic demand continues quite heavy with good business from the country.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

CEREALS.—The dull trading in cereals resulted in decline of 7½c in rolled oats. This decline was not unexpected as there has been a weak feeling in rolled oat market for some weeks. Prices were stated to be weakening in last week's issue. The demand has been stimulated some by decline and trading is better than last week. The exports of rolled oats from St. John and Portland this week were 945 sasks and 1,057 cases as compared with 4,250 sacks and 12,960 cases exported during corresponding week of year ago.

Cereals—	
Rolled oats, in 25 sack lots	$2 05½
Rolled oats, in single bag lots	2 20 2 25
Rolled oats, in bbls.	4 35
Standard oatmeal, in single bag lots	2 26
Granulated oatmeal, in single bag lots	2 26
Fine oatmeal, in single bag lots	2 26
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels	2 70
Hominy, in 98 lb. sacks	2 15
Cornmeal, in 98 lb. sacks	2 05
Rolled oats, in cotton sacks, 5c more.	

MILL FEEDS.—There is a brisk demand for mill feeds owing to colder weather setting in and the resulting necessity of housing stock. Demand for bran especially has increased of late. As stocks are none too plentiful general firmness prevails in prices here.

Brain, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	....	24 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Greater firmness has prevailed in flour market during past week than for some time. This is owing, not to increased demand, but to low price here of mill feed. Feeds declining have made flour proportionately firmer. When there is little profit being made on mill feeds greater firmness must prevail in flour tending to keep profits on an even basis.

Wheat market has been quite firm this week, but with no sign of boom. Colder weather during past week has permitted Ontario farmers to draw out wheat. Were big deliveries of wheat to be made, Ontario flour might decline, but not for long as spring setting in would soon put check on flow of wheat. The whole market just now is pretty much a weather market.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car lots, per ton	....	28 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—All millers are wondering why Rolled Oats are so low, and what was the cause of further decline last week. Oats are running along at much the same price with firm tone to market. There hasn't been a change of more than ½ cent since the middle of January. Evidently some of the mills are overstocked and thus are cutting prices.

Some manufacturers of package goods have some deal on at present. To stimulate trade they are making special offers on 3 or 5 case purchases. The discount allowed in this way amounts to from 10 to 15 cents per case. Business is reported as steady and even fairly brisk in these lines.

Rolled wheat continues unchanged. Manufacturers state there is a great deal of poor quality wheat on the market, causing a range of from 70 to 98 cents between poorest and finest quality.

Rolled oats, small lots, 90 lb. sacks	....	2 15
Rolled oats, 25 bags to car lots	....	2 05
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls.	....	2 75
Rolled wheat, 5 barrel to car lots	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 63
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Recent cold weather has caused all cattle to be housed and fed inside. Thus demand for bran has increased greatly during past week. Before, merchants were buying on a hand to mouth basis, but are now beginning to stock up. At present mills are well stocked and increased demand is not at all likely to cause scarcity. Prices are likely to run on at present figures. Enquiry for shorts should begin soon causing greater firmness in market. At present there is little demand.

Bran, in car lots, per ton	....	19 00
Shorts, in car lots, per ton	....	21 00
Middlings	24 00	25 00

Produce & Provisions

Provisions Advancing; Market Very Firm

Hams and Bacon Advance One Cent Per Pound on Toronto Market—Lard Also Up Quarter Cent—Further Advances Looked for Both on Toronto and Montreal Markets Owing to Great Scarcity of Hogs—New Laids. Offering Freely—Egg Prices Easier—Montreal Packers Forced to Unload at Reduced Prices in East—Butter Situation Slightly Improved.

There has been a firmer feeling prevailing in provision market for past week. Offerings in raw material have been light for long time, causing steady advance in prices paid. As result, provision market shows marked firmness, with prices advancing. Hams and bacons have advanced about 1 cent a pound on all grades during past week on Toronto market. An advance of ¼ cent has also been made in prices on lard. Barreled pork has as yet been unchanged, but market is firm, with upward tendency. Further advances on most all lines may be expected on all markets, as prices are firm. Demand for all pork products has been especially good, considering that Lenten season is on.

Egg market is still on decline, and again prices are easier. Strictly new-laids are now coming from all country points, and with large supplies of these in the South, market is steadily declining. There are still quite a number of storage to be sold, but for these demand is light, and, as result, prices are practically nominal. Buyers are so scarce that holders are endeavoring to move out stocks at whatever can be got for them.

Supplies of choice dairy butter are scarce and demand heavy. Market is at present flooded with inferior quality dairy, but as this is season when poorest dairy is offering, it is expected that conditions will soon change. New Zealand butter is still being imported in Montreal, and on coast continues to form strong feature. Alberta and Saskatchewan are reported this week as having some New Zealand from the coast also.

MONTREAL.

PROVISIONS.—Hogs advanced again this week, and are now bringing $9.85 on hoof here. The supplies are still under demand, with little prospects of getting relief. Some packers state that scarcity is result of cheap grain, and that farmers are feeding it to the hogs in preference to marketing it in the usual way. If this is the case, it will mean a good supply of hogs later on, but as hogs will be heavier it will hardly relieve the tension in choice cuts. Fresh killed hogs are selling at $14.00 per cwt There is good demand for lard, and although prices have not advanced as yet, it is expected an advance will be announced at any time. United States market is stronger, and is having its effect on local market. The same "up, up, up feeling" permeates the provision market.

Long clear bacon, heavy, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 14½
Large sizes, 20 to 28 lbs., per lb.	0 15½	0 16
Medium sizes, 15 to 19 lbs., per lb.		0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 18	0 18½
Bone out, rolled, large, 16 to 25 lbs. per lb.		0 17
Bone out, rolled, small, 9 to 12 lbs, per lb.		0 20
Breakfast bacon, English, boneless, lb.	0 19	0 20
Windsor bacon, skinned, backs, lb.		0 22
Spiced roll bacon, bonelcss, short, lb.		0 15½
Picnic hams, 6 to 12 lbs.		0 14
Ham, cooked, per pound		0 27
Wiltshire bacon (50 lb. sides)		0 18
Cottage rolls, small, about 4 lbs.		0 18
Rolled bam, small, skinned, boneless.	0 26	0 26½
Hogs, live, per cwt.		9 75
Hogs, dressed, per cwt.		14 00
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 14½
Cases, tins, each, 10 lbs., per lb.		0 15
Cases, tins, each 5 lbs., per lb.		0 15¼
Cases, tins, each, 3 lbs., per lb.		0 15¼
Pails, wood, 20 lbs. net, per lb.	0 14¾	0 15
Tubs, 50 lbs. net. per lb.	0 14⅝	0 15
Tierces, 375 lbs., per lb.		0 14¼
One pound bricks		0 15½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 09¾
Tubs, 50 lbs. net, per lb.	0 10	0 10½
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks, 60 lbs. to case		0 11¼
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces		27 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		28 00
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel		None offered
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lh.		0 10
English brawn, per lh.		0 12½
Jellied hock, 6 lh. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—Prices remain firm, with fair demand. There is good call for small lots of finest creamery, but trade in big lots is rather dull. Receipts show a decrease of 11 packages over last week, and an increase of 181 over the same week of 1912. There is some New Zealand butter on market yet, but quantity is considerably less than year ago.

Creamery blocks		0 30½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 28	0 28½

EGGS.—Eggs are still on the toboggan, new-laids having slid 2c again during week. The feature of the market is sharp decline of 2c to 3c in storage stocks. While stocks here are practically exhausted, the Ontario packers are unloading here as a result of no demand from the West. Up till 1913 there has been sufficient demand from the West to take care of surplus storage stocks, but this year this demand did not develop, thus leaving the storage men in the lurch, with result that prices again declined.

New laid eggs, per doz.		0 30
Selects		0 22
No. 1's	0 18	0 20

CHEESE.—There is nothing important to report on cheese this week. Prices remain same as last, with stronger tendency upwards. Trading is fairly active, and stocks are ample. Spot stocks have decreased owing to heavier demand from Europe. Receipts of cheese on local exchange show a decrease of 49 boxes when compared with last week, and an increase of 68 over same week last year.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin		0 15
Stilton		0 18

POULTRY.—There is a stronger feeling in poultry market this week, and prices are firming up. Turkeys especially are firm, and some extra fancy birds are bringing 25c per lb. Ducks have also advanced quite sharply to 22c.

Poultry, Dressed—		
Turkeys, per lb.	0 22	0 24
Ducks, per lb.	....	0 22
Chickens, per lb.	0 16	0 18
Fowls, per lb.	0 14	0 15
Geese, per lb.	0 13	0 14

HONEY.—Trading is only nominal, and prices remain firm. There seems to be better tone to market, however, and dealers are more optimistic.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 15½
White, extracted	0 12	0 12½
Buckwheat boney	0 10½	0 11

TORONTO.

PROVISIONS.—Light offerings in hogs and resulting high prices have finally had effect on provision market, causing most smoked meats to advance about 1 cent a pound, and lard about ¼ cent. With demand holding steady and offerings on primary market continuing light, it is expected that even higher prices will be reached shortly. Stocks, while not heavy, are ample to take care of present trade, which has been light since first of year.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	....	0 17½
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 15½
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon, light	0 15	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14¾	0 15
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	....	9 00
Live hogs at country points	8 65	8 75
Dressed hogs	....	13 50

BUTTER.—Demand for butter is slightly better than week ago. Choice dairy is scarce, and is rapidly taken up. Supplies of No. 2 dairy on this market are heavy, but, owing to feedy and stably flavor, demand is light. Creamery butter is sought in much larger quantities, and in this supply is about ample to meet demand. Prices remain firm at figures quoted week ago.

	Per lb.	
Fresh creamery print	0 31	0 33
Creamery solids	0 29	0 30
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 22	0 23
Dairy solids	0 20	0 22

EGGS.—Egg market is still a shade easier than last week, and prices have been somewhat reduced. Supplies of new-laids are liberal. More of these are on market to-day than at end of March year ago. Storage eggs are now becoming pretty well cleared up. Last week it was estimated that storage stocks in Chicago amounted now only to 10,000 cases. Prices on both storage and pickled are to great extent nominal, as these are being moved out at what can be gotten for them.

Eggs—		
Strictly new laid, per doz.	0 27	0 30
Storage, per doz.	0 17	0 20
Pickled, per doz.	0 14	0 15

CHEESE.—No change to report in cheese situation. Demand keeps steady, and, though light, shows no sign of easing off.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY. — Market for spring poultry is firm and prices tend upward. There is practically no supply on market, stocks being taken up immediately as soon as offered. Frozen lines are moving out well. All prices bold firm.

Spring chicks, milk fed, lb.	0 20	0 22
Spring chickens, dressed, lb.	0 15	0 18
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 13	0 15
Turkeys, dressed	0 23	0 25
Geese, dressed	0 17	0 18

HONEY.—Market bolds firm, with firm demand. Prices continue unchanged.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¾
Clover honey, 10-lb. pails, per lb.	....	0 12¾
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

Good Money in Stock and Poultry Foods

General Merchant and Country Town Grocer Will Find These Lines Profitable—Now the Time to Bring Them to the Front—Double Profit in Poultry Foods—Farmers' Attention Should Be Secured at Once.

Early spring is the time to boost the sale of stock foods, and the present time is especially opportune for the promotion of the sale of "egg producers" and insecticides for chickens. The price of new-laid eggs at this particular time induces the chicken fanciers to use every artifice to coax the hens to lay the 3c egg, and the live dealer can get a nice slice of this business by going after it in the right way.

The very best way to get this profitable trade is to keep a complete stock of poultry requisites, stocking every article that a poultry man would need. The writer knows of one live dealer at Niagara Falls South, Ont., who carries a wide range of poultry supplies, and poultry men go for ten and as many as twenty miles to this store to get a particular article they need. There are few dealers who cater to this class of trade, and it is to be wondered at, as there is a nice margin in this line of goods.

The hatching season is just commencing, and it is up to the live dealer to get his share of this trade. It is a line that will give a double profit, and possibly a third profit, and offers many avenues for the development of business.

First, you sell the fancier the eggs to start hatching; then you sell him the feed to keep the chicks alive, and the many remedies, etc., that are needed from time to time. Then the fancier comes back and sells you the young broilers, and later the fresh eggs, which you in turn retail to your customers, thus completing the chain

One dealer in a small country town of 5,000 offers a prize of $5.00 for the most chickens raised from a given number of eggs in the hatching season from March 1st to June 1st in his county, and a prize of $10.00 for the largest number of chicks raised by any of his customers, this latter prize being confined exclusively to his customers who buy their chicken feed from him. Thus he stimulates the consumption of chicken feed among his own customers, and at the same time opens up a big field for the sale of grit, charcoal, lice powder, lime, insecticide, cut clover, egg meal, etc., and later on egg carriers, baskets, boxes, grains etc. By encouraging interest in chickens the dealer is doing a two-fold good—he is increasing his sales and aiding to increase the production of eggs, thus reducing the cost of living.

There is also an excellent field for the sale of stock foods, and every country merchant should give this line attention at this particular season, for it is at this time that the farmer is getting his stock into shape for marketing. Few farmers there are to-day who do not use some kind of stock feed at this critical time in their anxiety to get the top notch price for their beef cattle, sheep and hogs. Horses are also fed, conditioning preparations to get them fit for the strenuous spring work on the farm. By giving prominence to the stock foods at this time the dealer is taking advantage of the increased demand for these goods at this time.

Talking stock food reminds one that it is getting near seeding time, and at once the customer's attention is drawn to your display of seeds, which should be in stock at this time. It is best to get in touch with customers early and have their orders booked ahead, as thus you head off your competitors and get orders that would go to them if left till later in the season.

This bears out that old adage that if you want anything in this world you have got to go after it, and go after it mighty hard—just a little harder than the other fellow, if you want to get more than your share. Don't be content with just "your share of the trade," but use progressive methods and get a goodly share of the trade the other fellow lets go begging. And of all the different lines the general merchant handles the stock of animal preparations is one of the most neglected ones, and thus offers immense possibilities to the live dealer who will get after this trade in an up-to-date manner.

THE "RENFREW"
Handy Two Wheel Truck
SCALE
—the grocer's labor and time saver

This scale has the widest field of usefulness for every grocer or general merchant of any scale in Canada. It has a capacity of from one pound to one ton, with construction that admits of the greatest weight and roughest usage. The "Renfrew" is guaranteed accurate by the Canadian Government, and is an insurance against short weights in receiving goods and overweights in selling.

No other scale on the market to-day will give the service and absolute satisfaction that the Renfrew Truck Scale will. We give a written guarantee with every scale.

Can you apply this useful scale to your business? We will send information and prices on request. Write and learn all about the Renfrew Truck Scale.

Write to-day for circulars and prices.

RENFREW SCALE COMPANY
Renfrew, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S. For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 90
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

The Glad Hand of the West

awaits your goods if you will allow us to open the market to you.

With our immense facilities—five large warehouses at the best points, and a wide-awake staff of representatives covering the entire territory all the time. We are in a position to introduce your line more quickly and effectively than would be thought possible.

Our experience and success in Western Canada enables us to guarantee sales.

Will you get in touch with us now?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at $1.00 the dozen.

Established 1854.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

Special Announcement

THE pure food law enacted by the Dominion Government is now in force. Grocers throughout Canada have, heretofore, recognized SHIRRIFF'S EXTRACTS as being of the highest standard of excellence.

SHIRRIFF'S True Vanilla

is one of the oldest Canadian extracts on the market. It is absolutely pure, and grocers everywhere can safely order our extracts with the knowledge that they conform to the Government standard for purity in every particular. Vanilla and Lemon are the only extracts so far standardized by the Government, and SHIRRIFF'S EXTRACTS, we are pleased to say, are stronger than the Government standard calls for.

IMPERIAL EXTRACT COMPANY

Steiner and Matilda Streets

TORONTO

WE ARE BOOKING ORDERS NOW
For 1913 Pack
CANNED GOODS

GAZELLE,

The Brand which leaped into popularity in years gone by, still maintains its eminent position, and is to-day

The Foremost
Brand of Canned Goods
in Canada and elsewhere.

HUDON, HEBERT & CO. Ltd.
Wholesale Grocers and Wine Merchants
(Established A.D. 1839)
The Most Liberally Managed Firm in Canada

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. cbromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, cbromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case...	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.90; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire bandles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire bandles.)

Terms: 30 days net. No disconnt for prepayment.

Freigbt prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond Nortb Bay we prepay freigbt to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

	Per doz.
Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.

	Per doz.
Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.

	Doz
Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s ..	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at ..	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at...	.42	.60
Gold Label, retail at....	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

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WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

DIAMOND CRYSTAL

The name Diamond Crystal in connection with salt stands for the very best article that is manufactured, either for table, dairy or cooking.

The factories where this salt is manufactured are models of excellence, and it is safe to say that nowhere is there a plant which is worked in a higher scientific manner than this one.

At the present time the Diamond Crystal Salt Co. are offering to buyers of 5 barrels or cases of their salt an opportunity to buy some very handsome calendars at a price away below what they could be purchased for direct from the lithographer.

Salt your salt business by giving your customers the best.

Diamond Crystal Salt, barrels,	120 x 5c. bags	3.50 brl.
" " " "	60 x 10c. bags	3.25 "
" " " "	20 x 25c. bags	3.25 "
" " " barrels asst'd.	5c. and 10c. bags	3.50 "
" " " barrels loose	280 lb. dairy	2.75 "
" " "	bags 28 lbs. dairy	35 bag
" " "	bags 56 lbs. dairy	70 "
" "	Cooking Salt, cases 24 x 10c. pkgs.	1.60 case
" "	Shaker Brand Table Salt cases 24 x 10c. pkgs.	1.60 case

SEE OUR TRAVELLERS ABOUT THE CALENDAR DEAL.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

SCHNEIDER'S
HIGH GRADE
GERMAN SAUSAGE

Let us prove to you that this will be a popular and profitable line for your meat counter.

Write for a trial order and be convinced of their Absolute Purity.

Prices and shipping terms sent on request.

J. M. Schneider & Sons Limited.
High Grade German Sausage Pork Packers
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Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.
Owen Sound, Ontario

TRACUZZI'S LEMONS

are very fine, try

"St. Nicholas"
"Home Guard"
"Puck" and
"Kicking"

They Always Satisfy

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Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

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SOLE AGENTS
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CALIFORNIA AND FLORIDA
- CELERY -

We are headquarters for high-class

Celery
Fresh Tomatoes
Ripe Pineapples

Lettuce, Rhubarb, and other lines of green stuff.

Don't forget to include your order for **Fish** and save carriage charges.

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Wholesale Fruit and Fish Dealers

TORONTO and **HAMILTON**

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Like all perishable commodities, BANANAS require attention when received and while in stock, and produce the most profitable results when quickly sold in best condition to please the consumer.

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To give you the very best BANANAS in the very best condition, and we do it. We buy only the first quality, and our fifty years' experience, together with our modern facilities for handling and ripening enable us to give you

THE VERY BEST IN BANANAS

Order some and be convinced.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH and **NORTH BAY**

Established 1861

Don't Overlook a Good Quality Trade

People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to cinch their business. It's the quality that is unequalled. Try a stock.

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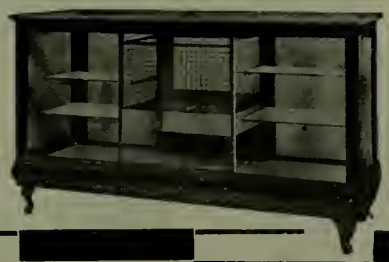
AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.



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Goods that you did not think possible to display can be given great prominence, and thereby increase your sales, by using one of our Silent Salesmen. These are fitted with sanitary and rust proof fittings throughout. These cases will pay for themselves in a short while.

Send for 1913 Catalog.

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ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

LEITCH ANCHOR BRAND OAK LAKE

EVERY POUND OF ANCHOR BRAND FLOUR

IS GUARANTEED TO AN OUNCE

and to-day we have completed extensive experiments covering the practical analysis of all popular flours in Canada, whereby our new product, **Anchor Brand Flour**, will be found to excel anything ever offered to the public to date. This new formula involves new expensive machinery, but such expense is nothing compared to our desire to make **the last word in flour**, alone incorporated in **Anchor Brand.**

Don't hesitate to try a car or two and make sure of **Quality** and **Uniformity** for all time.

Leitch Brothers' Flour Mills, Ltd.

OAK LAKE :·: **MANITOBA, CANADA**

QUEEN SQUARE FRUIT JARS

are the biggest selling Lightning Style Jars in the United States and Canada. This practical shaped jar has been tried and tested by thousands of housewives and has always been found tight and true. You will please your customers and rake in a good profit —the fame of these jars will spread at once, and a big trade will come your way. Insist on the genuine. Beware of imitations. There is only one "QUEEN."

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.

Connected Direct

The motor on the Troemmer Double Coffee Mill is connected direct with the grinders — no waste power. Fuller particulars and prices sent on request.

We are agents in U.S. and Canada for Henry Troemmer Agate Bearing Scales, exclusive tea, coffee and spice bins. Attractive and modernly equipped stores draw custom. Lowest possible prices, estimates and information furnished on request.

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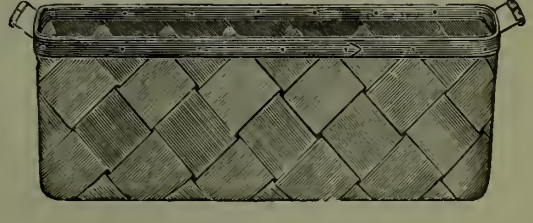
With Suitable Goods
of **"Quality."**

QUALITY Brooms, Brushes, Baskets, Woodenware

and all Staple Grocers' Sundries
may be had from

W. W. & Co.



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STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).

In Tins and Glasses.

Sold by all High-Class Provision Dealers.

C. F. STUHR & CO., HAMBURG.

SUGGEST MAPLEINE

to your customers as a change of "Flavour." It can be used like lemon or vanilla.

It makes delicious table syrup when added to white sugar and water.

Order from your jobber or
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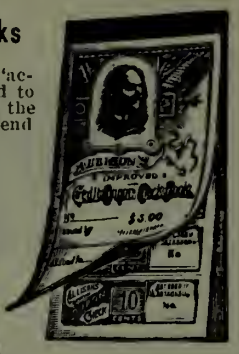
Reduce Credit Risks

The longer an "account" is allowed to run, the greater the risk. If you offend the credit customer you may lose both customer and his "account." If you let him go on you stand a chance of losing still more.



ALLISON
Coupon Books

reduce the risk because they enable you to hold the credit customer "in control." And they please the customer—that's a big thing.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By the Johbing Trade Everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

When writing advertisers, kindly mention having seen the ad. in this paper.

A want ad. in this paper will bring replies from all parts of Canada.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS
SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

The Menard Commercial Car

Why It Pays

An auto delivery car will do from two to four times as much as a horse and wagon outfit.

The promptness and efficiency of an auto delivery system draws trade—the dealer who gives the best service gets the most trade.

Larger territory can be covered, making a larger business. A Car will not tire out—many long trips can be made in a day.

When not in use the car is little or no expense. The cost of a car is figured as a necessary expense, the efficiency determining to a large extent the concern's standing among its customers.

THE MENARD COMMERCIAL CAR is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables you to give a greater service.

Write for information to-day. It costs nothing.

Menard Commercial Motor Car Co'y

WINDSOR, ONT.

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case.$4.20
Banner Condensed Milk, 4 doz. in case...$5.00

J. Malcolm & Son, St. George, Ont.

Dirt Must Give Way to Wonderful Soap

It can't withstand the attack of this wonderful cleansing medium. **Wonderful Soap** gets to the bottom and frees the dirt, then removes it without leaving the finest fabric injured or discolored in the slightest degree. Please your customers and profit yourself by selling this satisfactory soap.

THE GUELPH SOAP COMPANY
GUELPH, ONTARIO

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

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MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Sardines with the real sea flavor

"KING OSCAR"

By Special Royal Permission.

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil, it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

CANADIAN AGENTS:
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The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

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EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

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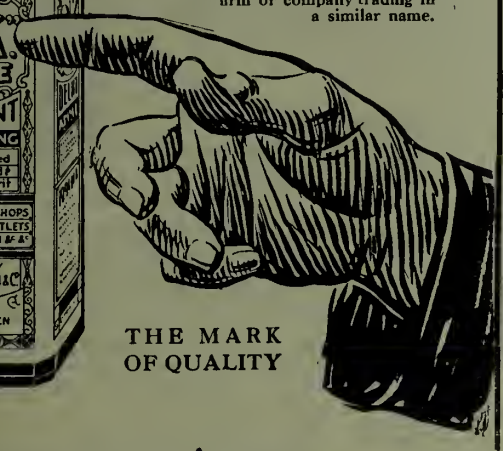
As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



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An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

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The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
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Goods With An Appearance. Goods With A Reputation. Goods With A Profit.

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

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"The Canadian Newspaper for Investors."

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guarantees the quality, and the dealer who handles attracts to his store the trade of those who know.

The something different in the flavor of Sterling Brand products which cultivates a continual demand wherever they are once sold.

By years of honest service we have established a reputation for unfailing excellence in all Sterling Products.

Relishes, Pickles, Catsup, Marmalades, Flavors, etc.

THE T. A. LYTLE CO.,
Limited
Sterling Road - Toronto

Rowat's Pickles

challenge the admiration and quicken the taste of people the world over.

The dealer who handles Rowat's is winning the favor of his patrons and is building up his sales.

ROWAT & CO.
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Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws The Eureka way is the dry cold circulating air way.

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Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada **Buffalo, U.S.A.**

PARIS PATÉ SANDWICH

A Veritable Trade Winner

If you have not sampled this delicacy, you are missing something. Its success has been assured and now the heavy demand from all over is keeping us working at full pressure.

10c. a Tin Retail

Every housewife wants it. She can't help but buy, because the quality is there and one tin constitutes a good meal.

Always Ready For Use

Never Deteriorates

We Want Live Agents

Retailers: Send us 50c. and we will ship, freight prepaid, 6 tins as a trial order.

La Société Francaise de Produits Alimentaires, Montreal

KIT COFFEE

"Perfectly simple to make
Simply perfect when made"

"AVOID TROUBLE"

It is estimated that only ten people in fifty make good coffee from "the bean" — the others **blame you** or the coffee. They avoid trouble and so do you — with **KIT COFFEE ESSENCE** — but it must be **KIT.**

Send for the Advertising Offer.

KIT COFFEE CO. GOVAN, GLASGOW

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W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

Maple Syrup Maple Sugar PRIDE of CANADA

ARE YOU

going to sell pure Maple Syrup this season? You will find "Pride of Canada" the **PURE** and leading brand that gives full satisfaction and pays you a good profit.

Place your order now. Be sure of delivery.

Maple Tree Producers Assoc.
LIMITED
Montreal

You can

make big profits with The Sapho Line

Anti-Dust

Is just the line which will clinch that housecleaning business which will soon begin to move. ANTI-DUST is the recognized leader amongst sweeping compounds. Not only does it renovate, but it also kills all germs and makes sweeping pleasant.

Sapho Insecticide

A veritable death to all vermin. Cockroaches, bugs, etc., cannot exist whenever SAPHO INSECTICIDE is used.
A tin spray is supplied with each can, so that the preparation can be driven into crevices in the wall, etc., and the housewife is also able to reach the corners.

SAPHO STOVE POLISH

We have a special price proposition for jobbers. Write now. **Sapho Stove Polish** is as good, if not better, than any of the older makes. Packed in attractively lithographed tins. You can make a big turnover this Spring.

Agents Correspond. ***The Proposition Is Good.***

SAPHO MANUFACTURING CO., Limited., MONTREAL

"THE HOME TRIO"

A Strong Combination to Feature During The House-cleaning Season

BRODIE'S CLOUDY AMMONIA

Quality, through and through

Brodie's Cloudy Ammonia is the finest quality household ammonia on the market. There is absolutely no other brand offered the trade that will give the satisfaction that this high grade article will. Brodie's is made of five different ingredients, three of which are fine castile soap, camphor and ammonia, and two other substances, while the cheap articles are simply a mixture of water and ammonia.

Though the housewife has to pay 15c for Brodie's pint bottle, she will find it cheaper in the end than the 10c grade, for Brodie's is absolutely pure and has much greater cleaning powers. No housewife will ever go back to using cheaper grades after she once tries Brodie's. It is also put up in Winchesters for the hotel, railway and steamship trade. Introduce this famous brand to your trade, and you will never regret it, for every drachm gives perfect satisfaction and repeat orders.

Brodie's British Plate Powder

is prepared from an old English recipe, which is over one hundred years of age and which has been used in the best homes of the British Isles to success for that length of time. Put up in handy home and hotel sizes.

Brodie's Furniture Polish

gives a fine lasting gloss—a high shine. It does not smear or injure the varnish. Sells very readily at a good profit. You are sure to build up a constant demand for this high grade furniture polish if you introduce it. Start now.

We are open to correspond with reputable first class agents to handle our products in various parts of Canada.

A. W. HUGMAN, Limited
MONTREAL

Also manufacturers of the famous Red Rose Jelly Powders, Extracts, Baking Powder and Hugman's Pure Spices.

Agents: H. P. Pennock & Co., Ltd., Winnipeg. J. Hunter White, St. John, N.B.

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

MISCELLANEOUS

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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(COMPOUND)

has already proven its worth and retailers always find it a repeater.

Particular care is taken in the packing, in short no effort is spared to make it the equal of the best.

PACKED TO SUIT YOUR TRADE

in 5 lb. and 7 lb. Pails
Jars, Cartons and Glass
also in Barrels for Manufacturers

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We want to hear from you. We can make you an interesting proposition

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BULL DOG Chloride of Lime

BULL DOG Borax

BULL DOG Liquid Bluing

BULL DOG Liquid Ammonia

Get and hold the trade with the

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House-cleaning campaign is on

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The spring housecleaning will be on before you fully realize it, and with it comes the big sales of cleaning materials. In offering you the fine Bull Dog lines we are presenting salers which are not duplicated in the market.

They are known and sold from coast to coast.

Secure your stock now.

Manufactured by

The John B. Paine Co., Ltd.
TORONTO

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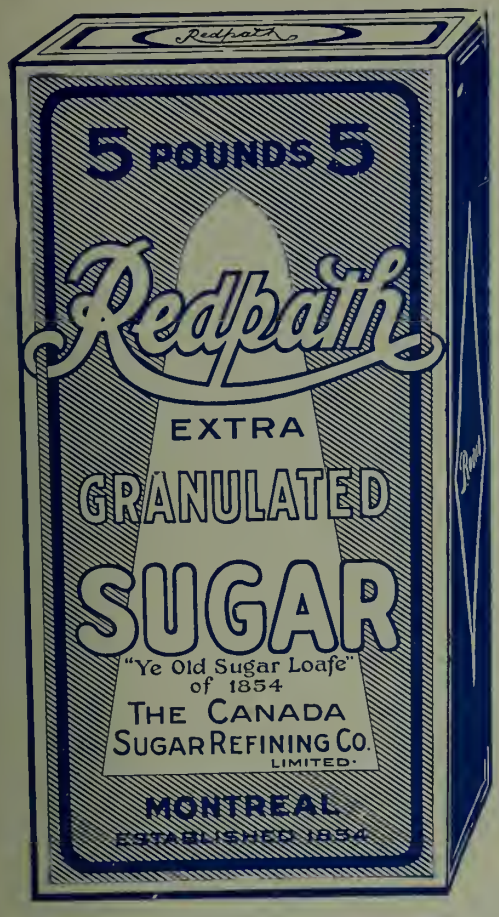

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Do you find it hard to get time enough to trim your windows frequently and well—to look after your advertising—to make your store as attractive as it might be?

One way to save some time for these important matters is to handle

Redpath

Extra Granulated SUGAR

in ORIGINAL PACKAGES. These 2-lb. and 5-lb. Sealed Cartons and 20-lb. Cloth Bags come to you all ready to hand across the counter. They save you the time it takes to parcel out the sugar—the cost of bags and twine—and the loss from overweight. More important still, they please customers, and give them a favorable impression of your store and service.

The Canada Sugar Refining Co.

MONTREAL LIMITED

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Have YOU ever tried to switch her from FIVE ROSES?

Thousands of grocers sell this flour simply because they *couldn't* make her change.

Who has lost sales thereby?

Not he who sells FIVE ROSES, Brother Grocer, since its sales have increased *faster* than the population.

Thus proving that not only does it hold your customers but gets *new* ones for you.

Why have the FIVE ROSES sales increased from 800 barrels to 11,500 since 1888, from 1600 bags to 23,000 bags every selling day?

Every woman has a different reason for sticking to FIVE ROSES—and it is all these reasons put together that have made FIVE ROSES the *best-selling* flour in Canada to-day.

Why should YOU row against the current? Why not make more flour sales with less trouble?

This flour is packed to suit your trade in barrels and halves, and in bags of 7, 14, 24, 49 and 98 lbs.

Won't YOU ask your jobber to-day, or write our nearest office?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"
Capacity, 11,500 bbls. Daily
MONTREAL

Five Roses Flour

Not Bleached — Not Blended

LAKE OF THE WOODS MILLING COMPANY LTD KEEWATIN TRADE MARK REGISTERED

THIS IS THE 1,317th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MARCH 7, 1913 No. 10

The Best 5c Line With An Extra Good Margin of Profit

Here's the Reason

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SASKATOON WAREHOUSE

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ESTABLISHED 1884

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Your business requires systematic representation in Western Canada.

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Established 1884

have warehouses and selling staffs in

Fort William
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton

and calls are periodically made on the Jobbers in

Port Arthur
Brandon
Weyburn
Medicine Hat
Lethbridge
Fernie
Camrose

Consider the advantages of placing your agency with

ONE FIRM COVERING WESTERN CANADA.

AGENCIES SOLICITED

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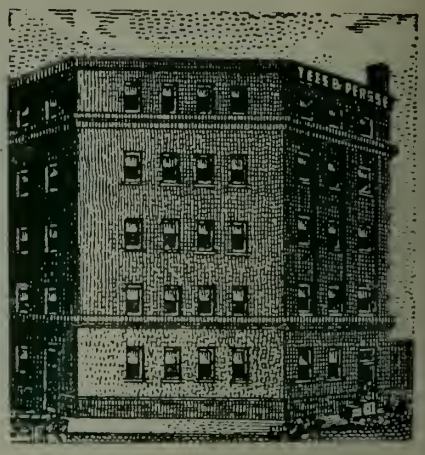
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY

"From the Great Lakes to the Rockies."



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MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

Coco-Fruitine

(Made in France)

For all cooking purposes where butter or lard is used, this is unequalled.

It is superior to Butter, Oil or Lard, owing to its extremely delicate taste and flavor.

It is particularly nourishing, being superior to any other similar product.

It is very easily digested and assimilated by the most sensitive stomachs.

In Tins of 1-lb., 2-lb., 11-lb., 25-lb. each.

"Le Calice" CASTILE SOAP

(11 Gold Medals)

A Soap for a sensitive complexion, or delicate lingerie, etc., must necessarily be produced with skill, experience and honesty, linked with purity —the soap must be clean to wash clean.

"Le Calice" Castile Soap is no tallow soap, it is antiseptic, sanitary, cleanly. Contains no corrupt animal fat, is pure as oil and skill can make it.

Substitute no other, Mr. Grocer:—this is what your customers are wanting. Made only by Srs. D. Leca & Co., Marseilles.

SELL ONLY THE BEST *IT PAYS*

Arthur P. Tippet & Company

Agents

MONTREAL TORONTO

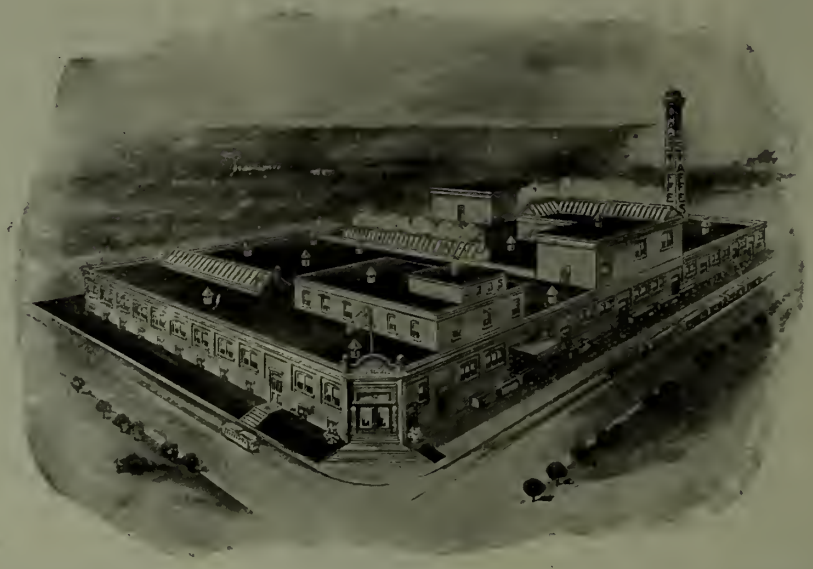
WAGSTAFFE LIMITED

NEW SEASON'S 1913

SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.



PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

BORDEN'S

record and success for over 56 years is due to merit and integrity. There is no danger of impure milk, no chance for complaint if you recommend the "Leaders of Quality."

Eagle Brand Condensed Milk (the original); St. Charles Brand, Peerless and Jersey Brand Evaporated Milk; and Reindeer Brand Coffee and Cocoa, (all ready for use).

Make Borden's your leader and you will never be short.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

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CENTURY SALT

SO PURE

because every crystal of Century Salt is SALT — no impurities or grit can get into Century Salt because it is distilled by the most modern processes under the strictest sanitary supervision. It is guaranteed pure. Sell the salt that can be relied on.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

A Money Earner and Money Saver

When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

The Home Trio

Brodie's British Plate Powder
Brodie's Cloudy Ammonia
Brodie's Furniture Polish

Three lines which will prove ready sellers during the coming months, in fact always.

Brodie's Cloudy Ammonia

Is the leader. Is not a mere mixture of ammonia and water, but a combination of five ingredients which make it absolutely what the housewife has often longed for.

Put up in Pints.

The Brodie Lines Have Merit

Agents Correspond

A. W. Hugman, Limited
MONTREAL

"Just as Good" as "SIMCOE" Baked Beans are not as Good

In almost every line of merchandise there is some leader, in comparison with which other articles of the same class are claimed to be "Just as good." The claims that other brands are "just as good" as "Simcoe" Baked Beans is a compliment to the "Simcoe" Brand.

The shrewd merchant will at once see that there is nothing to be gained by experimenting with the "just as good" brands and that the shortest way to success is by selling to his trade the standard—"Simcoe" Baked Beans.

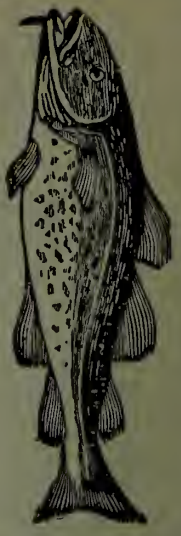
Dominion Canners

LIMITED

Hamilton, Canada

ASK YOUR WHOLESALER FOR PRICES

Fish Still Moving



You should have fish on all sides of your store this weather. The demand is insistent and the profits to be derived are really worth while. Why hesitate? Let your wholesaler supply you.

Canada Brand
Pure Boneless Cod Fish

Has that pleasant sea tang which makes the appetite sharp. Nutritious in every sense. Get it now.

BONELESS FISH.

Canada Tablet .....20 - lb. Tablets
Canada Crate ..... 12 2 lb. Boxes
Canada Strip .....30 lb. Boxes, Whole Strips
Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
Mariner Brand .....25 lbs. Bulk
Cod Bits .....25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes

OCEAN BRAND EXCELS: Haddie, Kippers, Bloaters.

ASK YOUR WHOLESALER

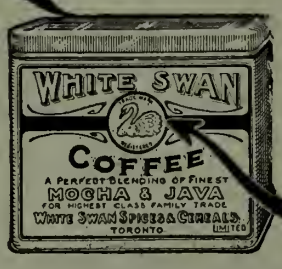
NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

WHITE SWAN

"Surety of Purity"

We are so proud of this delicious blend that we wish to make sure that it will reach you just as we packed it—with all its delightful aroma and flavor conserved.

See that each tin is sealed with the Government approved form of warranty.



WHITE SWAN SPICES & CEREALS, LIMITED

This advertising will help you introduce "White Swan" Products

ORDER NOW

It creates a desire in your patrons to try "White Swan"

ORDER NOW

Satisfied Customers

It is the quality behind the name that causes your customers to buy a second tin of White Swan Products. Only the highest grade materials are used in our Baking Powder, Coffee, Yeast, Lye, Spices and Jelly Powders.

This is your authority to refund the money of any dissatisfied customer.

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO .:. ONTARIO

FIGURE IT OUT

MR. GROCER---

How many cans of CLARK'S PORK AND BEANS can you sell for every one you sell of other brands? How much more profit, therefore, can you make by handling

Clark's Pork and Beans

SELL
WITHOUT EFFORT
SAVE
YOUR TIME
INCREASE
YOUR BUSINESS

and give you the all-important reputation of keeping

ONLY THE BEST

W. CLARK, :-: MONTREAL

OLD MILL CANNED ...GOODS...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES -	2's H. S.
RASPBERRIES -	2's H. S.
RED PITTED CHERRIES	2's H. S.
YELLOW PEACHES	2's H. S.
GALLON and No. 3 PIE PEACHES	
GOLDEN WAX BEANS	2's
REFUGEE BEANS	2's
GALLON APPLES	
GALLON RHUBARB	
TOMATOES -	3's
PUMPKIN -	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

THE
W. H. Merriman & Co.
WHOLESALE GROCERS and CANNERS
St. Catharines, :-: Ont.

ALL COLLECTING TROUBLES AVOIDED WITH THE McCASKEY

Many merchants are as often themselves to blame as are the delinquent customers for lost and long standing accounts. The reason for which is that merchants are too careless in sending out statements, and the customers are not told often enough how much they owe.

The account rendered once a month is generally larger than the customer can settle in full, and so the account grows.

With a McCASKEY ACCOUNT REGISTER you render to each customer a **Completed, Corrected** statement of his account to the minute with each purchase. This leaves no chance for the excuse, "I did not know I owed you so much."

With the McCASKEY ACCOUNT REGISTER accounts are collected thirty per cent. faster than through any other agency. It does not offend customers and unconsciously induces them to be more prompt in their payments.

Descriptive literature sent free on request.

Manufacturers of "Surety" Carbon Back Counter Check Books

The Dominion Register Co.
LIMITED
TORONTO - ONTARIO
Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World.

Showing Electric Recorder and Cash Till

Why all these bad Accounts?

THERE'S many a time that you have made this remark to yourself, many a time that you have looked over bills that you cannot collect, debts that eat into your profits most terribly.

But there is no need of your having these profit-killers.

Get a Barr Register.

The experience of other merchants has proved that the Barr Register will reduce your outstanding accounts to a minimum. One merchant reduced his outstanding accounts $2,500 by the adoption of the Barr Register.

It is a remarkably efficient and inoffensive collector of accounts. Not only that, but it does away entirely with the old, clumsy and out-of-date method of rendering accounts monthly and semi-monthly. Your customer gets a statement of his current purchase and his account to date every time he buys anything in your store. This prevents many intentionally honest people from running up bills beyond their financial ability to pay, which is one of the greatest causes of bad accounts.

At the same time it is entirely inoffensive. In fact, it gains greater confidence from your customers and actually increases trade.

Don't take our word for this. Let us prove it to you. In fact, we want to prove it to you. Use this coupon, which is a request for free demonstration.

The Barr does at least 16 things immediately, to save money in your store. Let us tell you what these things are.

The Barr Register System also does away with the clumsy and out-of-date daybook and ledger system of keeping books. It does all your book-keeping in one writing.

If you want to reduce your outstanding accounts, if you want to clean the bad accounts from your books, if you want to increase your profits, if you want to do your business in a better, easier way, if you want to increase your business—in short, if you want to *make* money and *save* money——

Use this Coupon NOW.

Barr Registers
Limited

Trenton, Ont.

Messrs. Barr Registers, Limited, Trenton, Ont.
Gentlemen:—We would be very glad to have you give us a free demonstration of the Barr Register showing how it can save money for our store.

Name .....
Street and No. .....
City .....
Prov. .....

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R R. Rankine, 4 Wright St., St. John, N.B.

TWO CENTS PER WORD

with a Want Ad. in this paper.
You can talk across the continent for two cents per word

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO. LIMITED

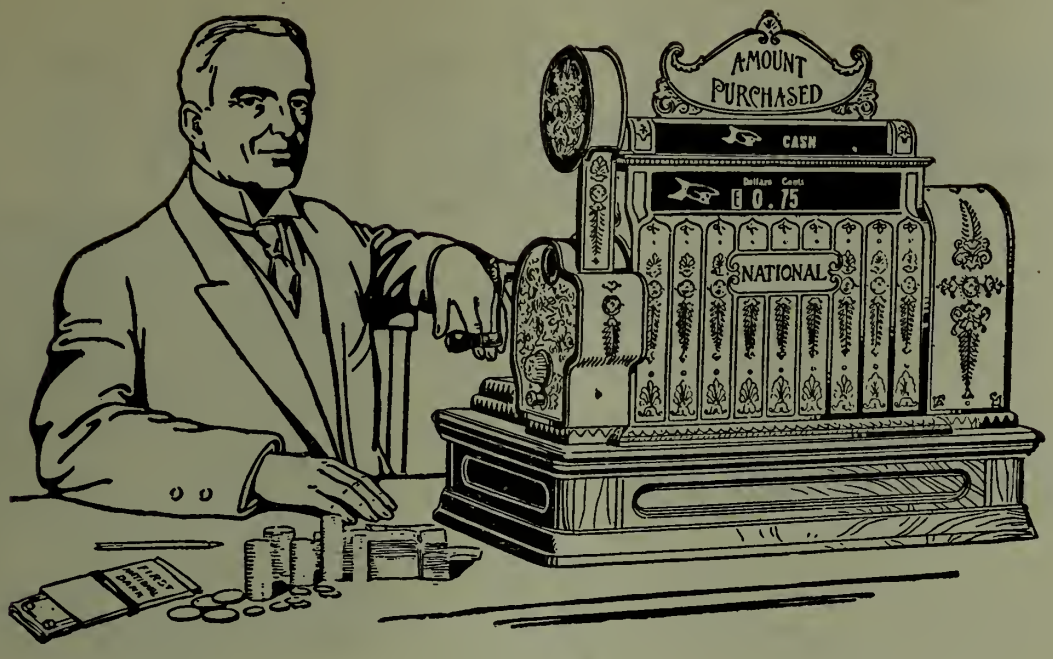
St. Paul St., Montreal.
York St., Toronto.

A Good Profit in Every Ounce of BOVRIL

GOOD PROFIT — NO LOSS.
EASY TO HANDLE.

With a bottle of unique design, so well known to the public, containing so high a quality of beef extract that will not spoil in any season, there is absolutely no possibility of loss. There is, however, a good profit for the grocer. Bovril is easy to handle, easy to sell. Order now.

BOVRIL LIMITED, Montreal



Take Care of the Pennies so that The Dollars Can Take Care of You

You lose money because your store system does not show you where every penny comes from and where it goes.

It does not tell you how much money you should have.

It does not protect your money and accounts against mistakes and losses due to thoughtlessness, carelessness or indifference.

A National Cash Register will keep track of every penny you take in or pay out.

You get a correct record of every transaction occurring between your clerks and customers.

All your money and accounts are protected against mistakes and losses.

A National will increase your profits.

The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory - Toronto

YOU NEED NOT FEAR

of a shelf of unsold Pastes if you handle "Hirondelle Brand" Macaroni, Vermicelli, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, etc.

"Hirondelle Brand"

(SWALLOW BRAND)

Alimentary Pastes are unexcelled for quality and deliciousness —as good as any imported.

Good profit and big sales for you—stock now.

The C. H. CATELLI COMPANY
LIMITED

Montreal, - Canada

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we **are going** to do, but on what we **have done.**

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

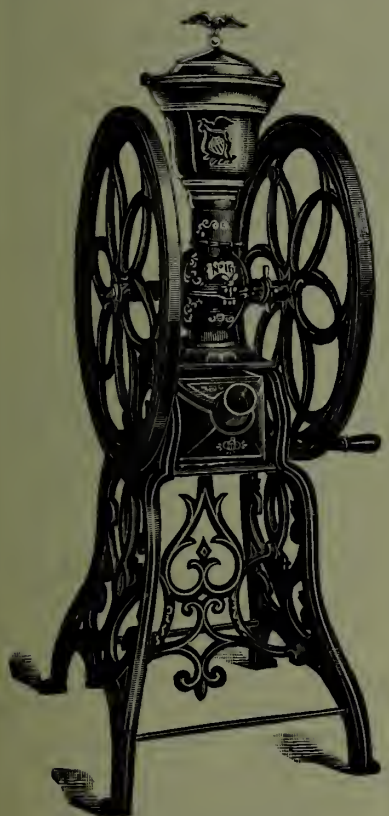
The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:
Mason & Hickey, Winnipeg

ENTERPRISE
Coffee Mills



No. 16 — Stand Mill

The Coffee Mill With The World-Beating Grinding System

Before deciding on your coffee mill, you will find it much to your benefit to look into the features of the "Enterprise" mills. One of the main features is the excellent grinding system. The coffee is not crushed, but ground to an even fineness, regulated to suit your requirements.

The grinders are strong and staunch and guaranteed to do work equal to steel. All parts are interchangeable and can be replaced any time, fitting perfectly because they never vary one-thousandth part of an inch. The "Enterprise" mills represent both quality and service and are made in all styles in hand or electric power.

Send for catalogue of Coffee Mills and Meat Choppers.

No. 7 — Counter Mill

Write for the Enterprise Catalogue

The ENTERPRISE MFG. CO. *of* PHILADELPHIA

Patented Hardware Specialties

PHILADELPHIA **U.S.A.**

29 Murray St.
NEW YORK

176 N. Dearborn St.
CHICAGO

530 Golden Gate Ave.
SAN FRANCISCO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER

WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN

Head Office,
181 Bannatyne Ave., - WINNIPEG

Branches:
Regina, Calgary, Edmonton

Western Agents for
THE HILLS BROTHERS COMPANY

JOHN J. GILMOR & CO.

Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON

WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.

WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY

WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

WESTERN PROVINCES—Continued.

ORR & McLAIN

Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.

Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN

Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited

Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.

Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.

Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

WOOLLARD & STARRATT

Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

ONTARIO.

If wanting car

Corn, Peas or Evaporated Apples

write us

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write

NORMAN D. McPHIE

Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.

Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.

TORONTO
Grocery Brokers and Agents.
Established 1885.

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING

at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS

CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

QUEBEC.

L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant.

235 St. John St., QUEBEC, CAN.

Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

FIREPROOF WAREHOUSE

We solicit your business for Storage and as Forwarding Agents.

The FIREPROOF WAREHOUSING CO., LTD., London, Canada.

The

Condensed Ad.

page

will interest you

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

When writing advertisers, kindly mention having seen the ad. in this paper.

Tartan BRAND
THE SIGN OF PURITY

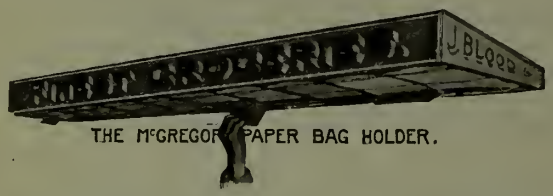
OUR ANNUAL TEA SALE

Great values secured before advance in market.
Ask for samples if our travellers don't see you.
Bargains after stock taking in all lines. Our men have the lists. It will pay you to look them over.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**



THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada: KILGOUR BROS. 21-3 Wellington St. W., Toronto
O. P. McGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN - - N. B.

D. & J. McCallum
Perfection Scotch Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N.B.

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

ALL THE PLEASURE FROM CHEWING WITHOUT CHEWING

That's why so many men use

COPENHAGEN

Chewing Tobacco

It is not chewed—but simply placed between the lower lip and gums.

A favorite for nearly a century.

Do you feature it ?

Stocked by every wholesaler in Canada.

St. Lawrence Granulated

The merchants in different sections have calls for variation in the size of the grain of Granulated. Some people want a fine grain, some want a course grain, but the great majority prefer a medium sized grain. Merchants can be sure of getting any sized grain that they particularly require for their district by simply asking for the kind they prefer.

MOLASSES

Extra Fancy Barbados

"DaCosta" Brand

The standard of quality. Ask your wholesaler for it and take no other.

Quality is the Keynote of Success

BANNER BRAND

is the name that stands for superb quality and big quantity in Jams and Jellies.

Only pure fruits and highest quality granulated sugar are used in their manufacture.

Perfect cleanliness prevails throughout the factory ensuring a product wholesome and delicious.

Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
291 ARTHUR STREET TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars to-day.

Thos. Symington & Co, Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

MR. JAMES METHVEN
Managing Director of —

James Methven, Son & Co., LIMITED

2, Talbot Court, Eastcheap
LONDON, ENGLAND

15, Victoria Street
LIVERPOOL, ENGLAND

59, Oswald Street
GLASGOW

purposes visiting Canada about the middle of March, with the intention of developing his firm's business in that country, in their standard lines, which include CANDIED AND CUT PEELS, GLACE CHERRIES, FRENCH CRYSTALLIZED FRUITS, Special lines in BRITISH AND CONTINENTAL CONFECTIONERY, JAPANESE MARROWFAT PEAS, etc., etc. He also intends introducing the undernoted firms' goods, for which his house controls the Agencies for Canada and the United States.

LINDSAY & LOW, Ltd., DUNDEE.
Jams, Marmalade and Confectionery.
(Excepting British Columbia.)

EDWARD SHARP & CO., Maidstone, ENG.
Sharp's "Kreemy" Toffee.

BRANSON & CO., Ltd., LONDON.
"Spade" Coffee (Excepting Ontario)

GEO. KEMP, Ltd., LONDON
Biscuits, Cakes, Etc.

MR. KARL FAZER, Helsingfors, FINLAND
Imitation Fruit Sweets.

Mr. Methven can be addressed c|o The American Express Co., at the following points: TORONTO, WINNIPEG, MONTREAL, CALGARY.

WHAT'S IN A TRADE MARK ?

From the standpoint of the dealer a trademark has two values.

A trademark on products widely advertised makes people willing to try them. Little effort being required on the part of the dealer to effect a sale.

When next buying, the customer remembers the excellent quality and delicious flavor of the product and buys by the trademark—repeat sales make the trade hum.

E.D.S. trademarked products include Jams, Jellies, Marmalades, Catsups, Fruit Vinegars, Grape Juices, Pork and Beans, etc.

See Government Bulletin No. 244
just issued and see the standing of E.D.S. Jams and Jellies—they are stamped "**GENUINE.**"

A widespread publicity campaign is now in progress in the Leading Magazines, Newspapers and Street Cars.

Why delay your order?

Made only by

E. D. SMITH
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Good money in your pocket

is better than hearing of it in the other fellow's. A profitable share of the growing GIPSY trade is yours if you want it. When users require Black Lead, why force them to go elsewhere? Why shouldn't they buy at your establishment—the natural outlet for

GIPSY STOVE GLOSS

in your neighbourhood.

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

Sap's Ready to Run—Spring is Almost Here

and with it comes the demand for Maple Syrup and Maple Sugar.

Get your order in now and be sure of delivery of

"PRIDE OF CANADA"

Maple Syrup and Maple Sugar
(Absolutely pure)

"Pride of Canada" has been and will continue to be the PURE and leading brand that gives fullest satisfaction and pays a good profit.

Maple Tree Producers Association
LIMITED
Montreal

Keep a Good Stock

of Edwards' Soups this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:
W. G. Patrick & Co., Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

Japan Teas

We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COLD WEATHER

More fires at this season than any other

You protect your stock by taking out insurance. Are your books, contracts, sufficiently protected? If not, write us, and we will quote attractive prices on safes, vaults, etc. Easy Terms.

Canadian Scale & Fixture Company

SHERBROOKE, - - - QUEBEC

Cairns' Marmalade

It is easiest to sell goods that have given satisfaction in the past and built up a quality reputation among consumers. Sell Cairns' Marmalade and **Boom Your Profits.**

The splendid flavor and toothsomeness obtained by use of best sugar and finest Seville oranges makes Cairns' the line that I LEASES CUSTOMERS. **Send in your order at once.**

By Royal Warrants of Appointment to HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
and for 22 years TO HER LATE MAJESTY QUEEN VICTORIA

Alexander Cairns & Sons
Paisley, Scotland

Canadian Agents:
Snowdon & Ebbitt
Montreal
McLeod & Clarkson,
Vancouver

Make Your 50% Clear—Pay Us After

The Quinquinol Offer

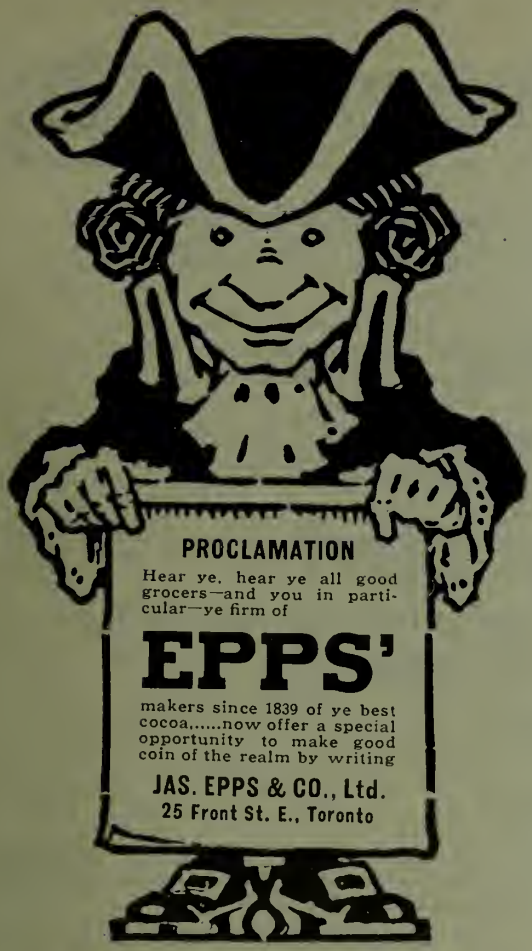
We will ship, freight prepaid, 3 doz., or a gross even, on six months' credit basis. If after thirty days you find the goods unsatisfactory, you can ship them back at our expense.

QUINQUINOL

is the leading stock food. Packed in tins, not cartons, and so free from loss by vermin or moisture when left in stable after use. Recommended strongly by Minister of Agriculture. Sells at $6.00 per doz. gall. tins. Costs you $4. Has 3 diplomas.

Only one dealer in each town wanted.

QUINQUINOL STOCK FOOD CO.
Montreal


PROCLAMATION
Hear ye, hear ye all good grocers—and you in particular—ye firm of
EPPS'
makers since 1839 of ye best cocoa.....now offer a special opportunity to make good coin of the realm by writing
JAS. EPPS & CO., Ltd.
25 Front St. E., Toronto

It will pay you to handle

"STANDARD CONSOMME"

solidified in tubes

The Perfection of CLEAR-SOUP

None better on the Market.

Manufactured by

The Standard Food Co.

89 Westminster Bridge Rd., LONDON, Eng.

AGENTS:

Winnipeg: Buchanan & Gordon

Toronto: The Toronto-European Agencies, 122 Wellington St. West

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
	Honey

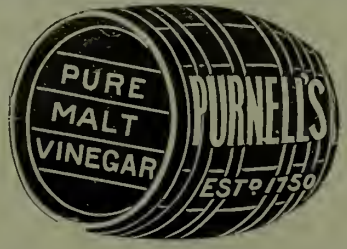
We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)



In casks or bottles

Pure as distilled water

PURNELL'S Malt Vinegar, no matter whether in casks or bottles, has but one rival for purity, and that is fresh distilled water (aqua pura). The conditions under which this vinegar is made make it absolutely impossible for impurities to come in contact with the finished product in any way. For this reason Purnell's Malt Vinegar has been proven to be unequalled for all household purposes. Stock it for your better trade. It will suit them, for it has satisfied their ancestors for one hundred and fifty years.

Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers

BRISTOL, ENG.

INCREASE ON INCREASE

During the first eight weeks of this year, Ontario and the Canadian North West showed an INCREASED consumption of "SALADA" over the corresponding weeks of 1912 of

TWENTY-SIX PER CENT.

Quebec, Nova Scotia, New Brunswick and Prince Edward Island, an INCREASE over the corresponding weeks of 1912 of

EIGHTEEN PER CENT.

and this on top of our enormous INCREASES in 1911 and 1912 which amounted to 2,314,026 lbs. in all our branches combined.

Is not this convincing that quality tells?

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

PEEK, FREAN'S SHORTCAKE

A Personal Chat About Ourselves

In this issue The Grocer publishes the second of a series on "Veterans in the Grocery Trade." Before it is concluded it will go into the trade history of a good many of Canada's oldest and most successful retailers. These articles are not written entirely from an historical standpoint—in fact that is a secondary consideration—but from the standpoint of the methods these men have used in building up business. Their careers will be dealt with so that they will be of practical value to others in the trade. Some of the methods they have adhered to will be gone into, and their advice to others in steering clear of the pit-falls to which the grocery business is subject. The third of the series will appear in a couple of weeks' time.

* * *

A GOOD BOOKKEEPING ARTICLE.

Among the articles that will appear in The Grocer in the no distant future, will be one dealing with the complete bookkeeping system in use by a retail firm doing some $40,000 business annually. This article will show one of the most complete systems on record. It will deal with entire equipment—books, cash and credit register—this firm uses to keep track of the exact progress of the business from day to day, week to week, month to month, and year to year. The claim has been made, and it is backed up by the large mercantile agencies, that many failures are due to incompetence in keeping books, so that this article will be of particular value to all those interested in a system of bookkeeping that will supply absolute information at all times.

* * *

CRITICISMS ON JOHNSON SERIES.

We find that practically every retail reader of The Grocer is following the articles each week written by Henry Johnson, Jr. These have made us all do a little more thinking and have therefore been most valuable. There are, of course, frequent criticisms heard in connection with some of the conclusions he has come to. This is quite natural as no one retailer thinks exactly like any other. Mr. Johnson has dealt and is dealing with a great many subjects. If at any time he makes a statement in which a reader cannot concur, he will be only too pleased to have the criticism. That is what he wants, because then he has ideas other than his own to work from.

As stated in the footnote of the page on which Mr. Johnson's articles appear, the name of the critic or the inquirer, as the case may be, will be withheld if a request is made. Write him through The Canadian Grocer and letters will be promptly forwarded.

* * *

SEND IN THE LEAKS.

From different parts of the country have come welcome letters for our "Leaks in the Grocery Store" column. On all sides we find this to be one of the most practical items in the paper considering the size of the space. Readers have been giving us actual examples of leaks they have come across and remedied. Every week we have communications of approval of this column which has started many a grocer on the hunt for the small losses that are keeping down profits, and the careless arrangements and inadequate service that are keeping people away from the store. The request is herewith made to others that they send us their own experience as to the small avenues of loss they have run across and the methods they have used to stop up same.

The more that come the more practical and valuable will be this department.

* * *

WHAT READERS SAY.

The MacLean Pub. Co.,

Dear Sirs:—Please find $2.00 check to pay for Canadian Grocer for another year. I have enjoyed it very much and it has given me quite a few ideas. I wish it success, and remain.

Glace Bay, N.S. J. M. HOLMES.

* * *

The MacLean Pub. Co.,

Dear Sirs:—Please find enclosed Post Office Order for Canadian Grocer.

We would be lost without The Grocer now.

The brainy suggestions we have received through same have made dollars for us.

Whitney Pier, Sydney, N.S. COCKELL BROS.

* * *

The MacLean Pub. Co.,

Gentlemen:—Please find enclosed a Post Office Money Order for $4.00 which is to renew my subscription to the following publications:—

The Dry Goods Review,

The Canadian Grocer.

I find these publications a great help in my business and would not be without them at any cost.

Centreville, N.B. G. E. WILSON.

* * *

One of the Best of Helps.

The MacLean Pub. Co., Ltd.—Find cheque enclosed for my subscription to The Grocer. I hope you will pardon me for neglecting to send the money, as I would hate you to cut me off. I consider The Canadian Grocer one of the best of helps in the grocery business, and would hate to be without it. T. W. PARLMER.

Hensall, Ont.

* * *

Live Points of Interest.

MacLean Publishing Co., Ltd.—Enclosed please find money order for 2.00, my subscription to The Canadian Grocer.

Would say we find it a very valuable paper, and we anxiously look for it each week. We would certainly miss it very much if we couldn't get it.

It touches on so many live points of interest that no doubt a great many others are anxious to receive it each week. R. G. HARSHAW.

Orangeville, Ont.

* * *

Finds Money's Worth in Grocer.

Editor, Canadian Grocer.—You will find enclosed $2.00 for my subscription to The Grocer, which expired November 16, 1912. In renewing my subscription to your paper, I would like to add a word of very favorable comment to the improved condition, the very readable articles, and the interesting advertisements contained therein. FRED ROWE.

Prescott, Ont.

Robinson's "Patent" Barley Gets the Credit For the Health of This Family of Eleven

You cannot go wrong in carrying a stock of Robinson's "Patent" Barley and Robinson's "Patent" Groats. Order them from the wholesale Grocery or Drug Trade.

MAGOR, SON & CO., LIMITED

403 ST. PAUL St., MONTREAL 30 CHURCH ST., TORONTO

AGENTS FOR THE DOMINION OF CANADA

Read What This Mother Says:

"I am the mother of eleven children, and have brought them all up on Robinson's "Patent" Barley, since they were a fortnight old; they were all fine, healthy babies. My baby is now just seven weeks old, and improves daily. A friend of mine had a very delicate baby which was gradually wasting away, and she tried several kinds of food, and when I saw her I recommended her the 'Patent' Barley, and it is almost wonderful how the child has improved since taking it. I have recommended it to several people, as I think it is a splendid food for babies, and I advise every mother that has to bring up her baby by hand to use Robinson's 'Patent' Barley, as it is unequalled."

Mrs. A. C. GOODALL,
12 Mount Ash Road,
Sydenham Hill, S.E.,
London, England.

Pure—Healthful —Profitable

You can be sure of an increased volume of Syrup sales and a large amount of profit if you feature

CROWN BRAND CORN SYRUP

It is a line to which special attention has been given to insure quality — no other syrup fills the bill like Crown Brand for cooking or with muffins, pancakes, etc.

The Canada Starch Co.
LIMITED
Manufacturers of EDWARDSBURG Brands
Montreal—Cardinal—Toronto—Brantford—Vancouver

Methods for Moving House Cleaning Goods

Plans That Will Prove Advantageous in Selling These Lines During March, April and May—Suggestions For Displays on Metal Polish, Brooms, Brushes, Soap and Sweeping Powder—A Small Size Advertisement For the Newspaper.

HOW METAL POLISH WAS SOLD.

One Half of Boiling Pot Cleaned With Metal Polish and Other Half Left Dirty.

One of the best methods of selling a metal polish is to show exactly the work that such polish accomplishes. Several retailers have adopted the plan of showing in the window a black boiling pot with one half dirty and the other cleaned and shined with the metal polish. This shows to splendid advantage the value of using such a polish. The writer knows of one dealer who last year had such a heavy stock of a certain line of metal polish that he was on the verge of throwing it out. It was suggested that he adopt this plan, which he did, and in two weeks he had disposed of the entire stock at a good profit.

A show card such as "Cleaned with this Polish" or "A Metal Polish that gives Results," would be a helpful addition to such a display.

* * *

SHOW USE OF SWEEPING POWDER

Piece of Carpet Swept With Some Powder Makes Good Seller.

During recent years the housewife has taken a great deal more interest in the use of sweeping powders than formerly. Particularly every good housewife has a stock of some sweeping powder on hand for her carpets and floors because of their value in allaying dust and killing germs.

A good display suggestion for this line is to show a piece of carpet, one half swept with the sweeping powder and the other not. The contrast will have the effect of making sales and at the same time, the display shows one good use of the powder.

* * *

HOUSE MADE OF SOAP.

Display of Soaps, Brushes, Brooms, Etc., That Sold Goods.

To sell housecleaning lines such as brooms, brushes, soaps, cleansers, etc. W. H. Hamilton, a Peterborough, Ont., grocer, last year dressed a unique window which helped him quite a deal. In the centre of the window was a little house with chimney built out of various bars of soaps. The end facing the street was made of red paper and with an electric light inside, it showed up to splendid advantage particularly at night.

Around the house were shown in attractive groups house-cleaning brushes, brooms, cleansers, lyes, etc. Mr. Hamilton states this window brought good business.

In selling such goods as ammonia powder in packages he tries to sell the larger packages wherever he has the opportunity.

"For Instance," he said, "I have a 25 cent package which gives me a margin of 9 cents. On the other hand I have a five cent package that only allows a margin of 1½ cents, and it costs a great deal more to sell five small packages than one large one.

SUGGESTIONS FOR THE DISPLAY CARD

Time and Strength Savers. Let These Assist in the Housecleaning Work.

Enemies of Dirt, They Fight for You.

Disease Germ Extinguishers of Tried Reputation.

A New Broom Sweeps Clean —These Last a Long Time Too.

Less Scrubbing, Less Rubbing, If You Use This Powder.

A Broom That Bridges Space. .(For a long handled wall broom.)

Puts Life Into the Bath Tub (For a bath powder.)

Handy Helpers for the Busy Housewife.

* * *

FAN-SHAPED BROOM DISPLAY.

A Neat Design Which Can be Used Effectively if Window has High Back.

Housecleaning brushes and brooms can always be attractively arranged if a little attention is given to the display. A window with a back to it presents a good opportunity for a fan-shaped design—the handles of the brooms and brushes pointing downward to a point and the broom and brush ends arranged in semi-circular form.

Such a display at once commands attention. The same design could be carried out on the window floor with small bunches of brooms and brushes tied together and placed in a semi-circular form with the concave on the inside. A showcard or two explaining the quality of these brooms and brushes would add to the selling effectiveness of the display.

During the entire house-cleaning season broom racks should be shown in prominent places. Last year a retailer informed the writer that after bringing his rack of brooms from the warehouse he sold about six times as many. The power suggestion is great and every advantage should be taken of the weakness of human nature in this regard.

* * *

A GOOD NEWSPAPER AD.

Talk on Lye Giving Its Uses in Brief Will Create Sales.

Even small space can be used to splendid advantage in the newspaper if one particular line of goods is advertised. Take Lye for instance. Following is a suggestion which retailers using small space might effectively use:—

LYE IS
A HANDY
HOUSEHOLD HELP

For the Spring housecleaning. Every housewife should have good supply.

Lye softens water, disinfects sinks and closets, cleans milk cans, and is splendid aid in washing dishes.

Lye kills roaches and is death to vermin of all kinds. It helps in cleaning cuspidors, bath tubs, cellar drains, in scrubbing floors, and is a strong preventive of disease.

Per tin - - 10 cents

H. P. ROGERS & CO.,
175 Aylmer St.

Such an advertisement in the newspaper giving actual uses of a housecleaning line is bound to create sales during the spring season.

THE PAPER PAYS.

Otterville, Ont.

Dear Sirs:—

Please stop my paper at end of year as I am out of business at present. But if I go into business again, will want it as it pays a good business man in watching markets, twice what the paper costs him, besides the good reading matter. Wishing you every success.

Yours truly,
GEO. McLEAN.

Retailer Who Returns Goods Criticized

Complaints from Ontario Wholesalers—Think That When a Grocer Gives a Salesman an Order He Should Accept The Shipment—Little Trouble in Montreal—Retailers Say That Wholesalers Do Not Always Send the Goods Ordered.

A Hamilton, Ont., wholesaler has made the complaint to The Grocer that some retailers occasionally return orders they have already given to the salesmen and submit little or no good reason why they adopt such a course. He maintains that this is not business and should not be done in connection with business matters.

Some Toronto wholesale grocers called on in connection with this matter had similar complaints to make. One of them remarked that if the market should happen to advance after some retailers had placed their orders they were always sure to accept the goods; but if it dropped before their arrival the wholesaler was liable to have them back on his hands. While this was not at all the case with reference to the majority of his house's customers, yet it occasionally happened. "Most of the difficulty in returned goods," he said, "comes in sales of futures where orders for goods are booked ahead, even before the price is stated.

Some Blame on Wholesalers.

"To a great extent," he maintained, "the wholesalers are to blame. Competition especially in Toronto where there are so many travelers and where the ground is covered so often, is very keen and as long as one house accepts returned goods, there is a tendency for others to do the same." "The business," stated another wholesaler, "is really scarcely worth the trouble, but sometimes competitors think it worth while, and rather than lose a customer, continue the practice on the ground that if they don't stand for it, someone else will."

Still another wholesaler laid some of the blame on the salesmen. "Salesmen" he declared, "are inclined to take too much for granted; they have not the transaction clearly defined at the time of booking, and do not provide the retailer with a copy of the order taken."

One firm stated that the only remedy for such a situation is to insist upon signed orders as is the practice in the States, and also for the retailer to keep a record of his purchases and insist on a clear, definite statement of the transaction.

"In order to make a sale the wholesaler must guarantee delivery no matter what changes may take place in the market before shipment is to be made." "Retailers," he maintained, "were inclined to forget this. "Various excuses," he said, "are put forth at time of returning goods. The retailer does not always know the price, and does not make it a point to ask, at time of booking. When goods arrive, he sometimes claims the price is too high.

"Again, when no definite record of purchase is kept by the retailer, he often orders too much, when dealing with more than one wholesale house and on goods being delivered finds that he has more than he can handle. Others even go so far as to state that they do not want the goods and give no reason."

Send Goods Not Ordered.

One wholesaler maintained that in some cases with city customers wholesale houses are careless enough to deliver goods not actually ordered. In other words they fake an order and deliver the goods. The retailer may or may not remember his purchases well enough to know whether he placed this particular order, and thus is often loaded with goods and in no definite position to refuse them.

Different in Quebec.

The representative of a Montreal wholesale house stated that his firm had no particular trouble from returned goods to speak of. In fact out of 1,000 orders recently shipped only 3 were refused and these were all in Ontario, so thought it might be a drawback common to that province only. He said that his house formerly had trouble from this source but since prosperous times have come there has been little as the merchants seem to take the stand that the goods will sell in due time. The only trouble has been with delays in transit, but he claims that the merchants act very fairly in the matter and accepted Christmas goods that arrived too late for the holiday trade. This year it seems there was an exceptionally good demand for these lines during January.

This seems to be the prevailing opinion among the wholesalers in Montreal as they all report about the same thing.

Retailers Viewpoint.

Retailers spoken to by The Grocer stated that so far as they were concerned they never returned a shipment which came up to samples and specifications and which arrived on time. Sometimes, they contended, the retailer did not get the goods he ordered and was therefore quite within his rights in refusing to accept them. Seasonable goods, too, were required on time and if they did not arrive when required, they were sometimes refused. Again a retailer would order certain brands of goods and if the wholesaler was out of stock of these, he would send some substitute that the retailer didn't want. They thought that under such a circumstance the retailer was entitled to refuse if he so desired.

If, however, the goods were exactly as had been ordered—correct in brand, weight, quality, and time of arrival—they all thought the retailer in duty bound to accept.

THE OPEN PICKLE KEG.

A traveller has called the attention of The Grocer to the leak in the grocery store caused by allowing a keg of bulk pickles to remain uncovered, and therefore exposed to the dust that flies about the store. Recently he noticed a clerk sweeping the floor around a keg of pickles with no covering whatever and he used no sweeping powder or anything else to keep down the dust.

Certainly, pickles are not going to be improved with a coating of dust. At the same time, the open keg is subject to dust falling from the shelving or counters, and other foreign matter falling in as the delivery boy passes.

Pickles that are allowed to remain uncovered will not sell well. People at all particular will not buy them. This, then, is a leak which requires stopping up in those stores that have been a little careless in this regard in the past.

It is a wise salesman who ties up to a going and growing business and identifies himself with it.

WELL WORTH THE MONEY.

MacLean Pub. Co.,

Dear Sirs,—I enclose cheque for two dollars as amount due on my Canadian Grocer. We certainly have found it well worth the money. Sorry I did not take it years ago.

Yours truly,
GORRIE & CO.

Haliburton, Ont.

Type of interior display in Kelly's Grocery, Vancouver, B.C., that has helped sales considerably during the present winter.

Overcoming the Frosted Window Trouble

Vancouver Grocer Makes Effective Displays Inside During the Cold Weather—Gets Customers Buying From These and More Than Doubled His Previous Year's Christmas Trade.

Cold weather and frosted windows do not affect much the display feature of G. S. Kelly's store in Vancouver, B.C. The illustration shown herewith, although it reproduces a Christmas display, presents a good idea how Mr. Kelly looks after showing the goods to the customers in mid-winter, when the window is sometimes frosted over.

In Vancouver many of the windows are arranged so that the entire front can be taken out by sliding the glass to one side or upwards. This is the character of Mr. Kelly's: "Owing to the open window—tile front and top outside the door," he stated to The Grocer, "we have to rely to a great extent on the interior display now."

This Christmas display and the others shown proved good money makers, as the season's trade was more than double that of a year ago, or, in fact, any previous year. "I attribute this in the main," said Mr. Kelly, "to the novelty of the exhibits in interior arrangement."

The display above was arranged by A. Barker, the head salesman, and it should prove of assistance to others who may be handicapped similarly during the winter months.

In fact, those stores that are wide enough might well consider a bright, attractive interior display the year round as well as a window trim. The window very often gets new people coming into the store, but the display inside induces customers to purchase goods they otherwise would overlook. It is to interest these customers beyond their regular everyday demands that this live salesman is anxious to do. He knows that if he simply supplies what is asked for he is only an order taker. To be a salesman he must create demand by personal conversation, attractive counter and interior arrangements, and the dozen and one other methods known to every live grocery salesman.

As Mr. Kelly says, the interior displays shown in his store have increased sales—doubled them in fact—and if they were all of the same calibre as that shown here one can readily understand why more goods were sold than during former Christmas seasons.

NEW TYPE OF GROCERY.

All Associated Lines Grouped Together and Refrigeration is on Advanced Lines.

New York, March 4.—What J. A. Badenoch, its manager, declares is the last word in sanitary grocery selling, and a high type of intensive merchandising, was exhibited to the public recently, when the new grocery department of the R. H. Macy & Co. store was opened.

There tre two principal features of Mr. Badenoch's scheme. One is sanitation, which is the keynote of the entire arrangement, and the other is a new system of grouping allied kinds of groceries on great pyramidal stands. For instance, if a shopper is in search of fruits, he or she will be directed to the fruit pyramid, where samples of all kinds of fruit will be found. It is the same with fish, vegetables, preserves, cereals, meats, pickles, spices and other kinds of groceries.

New ideas in sanitation and refrigeration have been worked out. Perishable provisions are kept in long glass cases with marble bottoms, underneath which are the refrigerating pipes. All the counters, demonstrating and show tables are of marble. A refrigerator, twenty-five by forty feet, is used for the storage of meats and other of the more perishable kind of provisions.

The floor is of dark red, fireproof substance, neither rubber nor fibre, but noiseless and so arranged that it may be flushed with water at night.

The CANADIAN GROCER

Established - - 1888

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—
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TORONTO, MARCH 7, 1913

GO AFTER COLLECTIONS NOW.

The matter of collecting accounts should be given more attention by the retail trade. Since March is again with us, strong effort on the part of the dealer ought now to be made along this line.

There are some people who would never pay their accounts if they were not gone after firmly. Winter is almost over and the excuse that the coal bill has to be met and the doctor bill has to be paid, must soon be relegated to the pigeon hole. The dealer who insists on his accounts going out once a month and who strenuously follows them up until they are paid will not be so far behind in collections and will not lose much money. If a retail business has a good collector it has just as valuable an asset as a good salesman. An Ontario retail dealer who is retiring from business told The Grocer the other day that in a few days after handing over the reins to his successor, he collected $700 in outstanding accounts. The people had the money and he got his share because he was a good collector and went after his own properly.

Every dealer should have a clear-cut system in collecting accounts and his customers should know what it is. Let him send them out once a month, if that is his method, but give his customers to understand that he wants the money then. He has a strong argument in pointing out that at the very least he must pay his bills every thirty days. Many must be paid in 10 days and some at time of purchase. This should be used frequently and if a customer has any business instinct about him at all, he will see the force of the argument.

Accounts should be gone after now and cleared up early in the spring.

A MASTER DEAD-BEAT.

Everyone knows that the professional dead-beat has divers ways of extracting goods from the unwary, but the story herewith shows how more than $4 worth of groceries was obtained without the money from a merchant who was on his guard.

This grocer was at the time in business at Sault Ste. Marie, Ont. A woman called one day and ordered the goods stating that she had forgotten her purse and would pay for them on delivery. As the delivery man was carrying out the box with her groceries, the merchant exhorted him to be particularly careful to get the money or bring back the goods. He knew that their reputation as honest folk was not very reliable. John, the delivery man, promised to follow out the instructions. He came back a couple of hours later with neither and was, of course, subjected to a scolding before he could explain. When he did get the chance, an ingenious method was disclosed.

The groceries had been left on the kitchen table. The woman asked him if he had the bill, and of course he had. "Just come inside," she courteously requested, and John was given a seat in the parlor. "I'll go right upstairs and get the money."

But she never came back. John waited several minutes, yet there was no woman and no money. Finally he went to the kitchen to get the goods, but in the interval they had all been distributed,—he knew not where. The maid did not know where the woman of the house was; she knew nothing. He had to return without either, and he secured the acknowledgment of the grocer that he would probably have had to do the same under similar circumstances. He knew the family wasn't worth suing and so lost his $4.

This certainly was a clever trick and up to the present holds the record. Who can beat it?

THE TREND OF TRADE.

In its last issue The Financial Post in dealing with the business outlook stated that the facts gathered from all parts of the country indicate that money has not shown during the past week any general signs of easing. But there is a change, especially in the far East. St. John and Halifax report improvement in collections and a stirring of business more hopeful than usual at this season of the year. Montreal reports some measure of improvement both as to collections and trade and the ramifications of the trade of that city are very wide.

One reason for the better showing in the East is given as the beginning of the immigration movement. Also the generous fall of snow has helped.

Speaking of the future The Post says that with the opening of navigation and the moving of the extraordinary amount of grain in storage at the head of the lakes, there will be more money available. This year, unless unusually severe weather sets in, and the season for it is now past, lake traffic will move by April first, practically a month ahead of last year. Insurance companies will accept risks this year starting from April 15.

CHANGES IN MERCANTILE LAW WANTED.

At the annual convention of the Ontario Associated Boards of Trade in Hamilton last week a resolution was passed urging the Provincial Government to pass legislation dealing with bulk sales with a view to protecting the wholesaler from loss through actions of dishonest retailers. The latter, it was charged, sometimes sell their stock in bulk before some of it was paid for.

This was objected to on the score that it would make the wholesaler careless as he would have the tendency to feel he had the protection of the Government. However, notwithstanding the objection, the resolution was carried.

There was also a resolution presented asking for a uniform Dominion Insolvency Law. It was stated by the

introducer that under the present system in Canada it is necessary for those dealing with merchants in the various provinces to be familiar with all the different systems and that this was annoying to the creditor abroad. More data were required on this so that it was not carried at the time.

INCREASING SEED SALES.

March is now with us and in a short time all garden and field seeds will be in demand. To the retailer who really goes after the seed business, seed time means a good deal of extra money with comparatively little trouble. The season is short thus giving a chance for a large turnover in small time—a chance which every merchant should appreciate and grasp.

The question is, what methods are you going to employ in your seed selling campaign to create a greater demand for that particular line of seeds which you handle, than you have ever met before?

The first essential is to get seeds upon which one can depend, with which he can give his own guarantee—and then get behind that line and push sales with all his might. The average retailer does not take enough interest in the sale of seeds and considers that all he has to do is to place the seed box on the counter in a prominent position. Lack of salesmanship with this line is everywhere very marked. A window display or a series of window displays would help greatly and be right in season. Attractive displays could readily be arranged with package seeds, lawn grass, beans, peas, or any of the many other seeds handled. The whole of the store interior can also be made to talk seeds, and together with local advertising, show cards, a couple of circulars, and the aroused efforts of every salesman in the store, a large turnover can speedily be affected.

Different methods are employed by different seed companies in selling goods. Those retailers who buy from a firm that sells outright find it necessary to buy closely and push sales all through the seed season in order to rid himself of his stock. Those who adopt aggressive methods find that stocks of seeds can be cleared out just as easily as any other line in the grocery store. On the other hand where the seed company makes a practice of calling in all seeds at the end of the season the retailer is not troubled with ridding himself of his stock, but as a matter of principle, and profit to himself, should be careful to sell as much as possible.

ANALYSIS OF FRUIT JAMS.

There has just been issued from the Inland Revenue Department at Ottawa, Bulletin No. 244 on fruit jams dealing with the character of 158 samples collected in Canada last autumn by food inspectors. This bulletin was prepared by Prof. A. McGill, Chief Analyst in the laboratory of the department and shows the following analysis:—

Addition of fruit juice acknowledged	18
Preservative or dye present	39
No explanatory statement	78
Sold as compound	3
Samples spoiled or broken	2
Containing glucose without acknowledgement	18
Total	158

As to the genuineness or otherwise of these samples Profesor McGill does not state, because the samples reported on were collected too early to be judged under the present Food Standards on Fruit and Fruit Products which came into effect on November 25, 1912. Had the now existing standards been in force at the time of inspection 18 samples would have been described as adulterated.

From now on, for instance, the report points out it will be necessary to state the presence of glucose upon the label, whenever this article is present. Jams made with mixed fruits must also be properly described; although the addition of fruit juice up to ten per cent. is not prohibited. "Such juice," says Mr. McGill, "replacing water in the manufacture of the jam, doubtless adds to the value of the jam, and it is pleasing to note that in 18 samples examined, the maker has declared the presence of fruit juice.

"Some makers of jam claim that the addition of small amounts of glucose improves the article. The question may be considered an open one; but it is fair to the purchaser that he should be advised of the presence of glucose, and this is now required by our standards. Several manufacturers who formerly used glucose, have given up its use within a year or two; and in such cases, it is only in their older product that we find glucose."

EDITORIAL NOTES.

First guns of that housecleaning campaign should soon be fired.

• • •

Easter is not far distant. Plans for that Easter display should be now underway.

• • •

When a man trusts to luck in any business he either fails or is not an outstanding success.

• • •

The professional dead-beat is a literal thief. He should be punished according to the criminal law of the land.

• • •

So many folk have solved the 'cost of living' question that it is about time some other problem was put on the blackboard.

• • •

Going after collections may not be the most pleasant of the duties of the retailer, but sometimes it helps out wonderfully in meeting those wholesale invoices.

• • •

Spring and Good Friday are timed to arrive together this year. Since they both mean good business along different lines, the retailer should hang out the 'welcome' sign.

• • •

Seed time and harvest are the two big seasons of the year for the farmer. For the retailer who sells seeds aggressively, seed time and the harvest come simultaneously.

• • •

Health authorities in different Western Canadian cities are investigating quality of butter being sold. The woman of the house has apparently lost her ability as a butter taster.

• • •

Our Montreal market man reports that chickens 'have jumped about two cents per pound' and that 'turkeys are considerably stronger.' It may properly be assumed that next week turkeys will have also taken a jump. Spring is surely coming.

Trusting to Luck the Cause of this Failure

Case Where Business Principles Were Ignored, And After a Short Success the Crash Came—Question of How to Strike the Balance Between Sufficient Margins and the Inroads of Ignorant Competition—An Actual Case in Point.

*By Henry Johnson, Jr.

My Utopian correspondent says: "A world of information could be given us about this sentence in your third column: 'We make good margins, but that is the result of being wide-awake and well grounded in the principles of our business.' Will you amplify that for us?"

I said that failures in our town were few. They are. The last one of any importance occurred about 1897. The circumstances were interesting, and the story has its moral, so I shall outline it.

How the Failure Occurred.

Two brothers, both with some experience, started that grocery store with a fair stock in a good location. For three or four years they were quite successful. I had known them for years. I was going through the period of trying to find out, by some logical rule, what margin it was right to figure on various goods. I was seeking a method whereby one might know why and how it might be right to fix the margin on yeast and tea and sugar, so that we might get away from rule-of-thumb methods and have definite principles. I mentioned my perplexity to the younger, and brighter, brother one day.

He answered, half humorously: "Better do as the rest of us do, Henry—just go it blind; follow the prevalent custom, and trust to luck." I laughingly agreed that such might be the easier way, and perhaps fully as practical, but said I was not satisfied to go at it that way. I wanted to know the right method.

Successful for a Time.

Well, having met with some success, the boys branched out into a general store business—sort of department store. They leased more room, bought a miscellaneous line of goods, and generally went after a "big business." For a time they did a big business, too. In the end, however, which came in another couple of years, it was demonstrated that rule-of-thumb methods would not work. In other words, a man might "go it blind" to some extent in a business in which he had some training, where his guesses stood some chance of averaging out, but going it blind in any line with which he was not familiar could only be expected to result in disaster.

The experience of those boys seemed to teach us all a lesson. That was, briefly, that it costs something for merchandise and then another something for service, and that our return must cover both, and then some, if we are going to make any money. Hence, local merchants have latterly gone on the plan of knowing pretty well what it costs to do business, and we have fixed our prices accordingly. On such things as there is always strong competition, we have met conditions and dealt according to established custom; but where there is room for individual initiative we have systematically taken all the margin the traffic could consistently bear. Thus we have evened up.

That is about what I mean when I say that we get good margins because we are well grounded in the principles of our business.

In Rome Do As the Romans Do.

Each town and locality has its own peculiarities. In some places there is little service which is of an exacting character. In others the demand for service is very exacting. Narrow margins and even something of the slap-dash, rule-of-thumb ways of doing may seem to win where collateral expenses are light; but where expense ratios are high, one must know enough to get margins wide enough to cover everything, or one will lose out. The merchant must know his town.

Utopia seems to be all right now. Margins seem to be perfectly safe and sane. My only fear is that there is a tendency to go on a plan which will gradually spread the impression that there is a sort of grocers' trust which "has things its own way," and if that impression becomes strong enough competition will sooner or later work disaster to those who now seem so secure.

In a fair wind there is a tendency to let things drift; but drifting is always dangerous. One must be constantly on the alert, constantly at the wheel. One cannot safely lash the helm and go below for rest in any fancied security. The wind may change with striking suddenness and the sleepers only awaken when the ship is rushing on the breakers.

So I am inclined to think that the next question is not well considered. It is this: "Would a lower level of prices draw enough more country trade to offset by volume the profit lost in per cent. of profit, giving the same total in dollars and cents of net profit?" I should rather ask: "Shall we not wisely curtail our present wide margins to some extent, so that we may insure to ourselves a continuance of our present prosperity?"

Buys In Lowest Market.

This, it seems to me, almost answers the further question: "Will the farmer usually look at the price he pays for goods or the price he sells for?" He will look at both. If he gets big prices for his produce he will be glad for so much of the deal; but if he is asked high prices for what he buys, his tendency will be to buy only moderately. His disposition will be such as you would have yourself. He will go to ——ton when he has things to sell, buying just such little as may be required to keep up the appearance that he trades in ——ton. When he goes out on a buying expedition, with little or nothing to sell, he will tend to head toward another town where prices are lower.

In other words, the selling end is only half of the bargain with the farmer. After he has sold well, he wants to buy at least equally well. If you give him half the deal you can only count on having him half cinched. Work out some system whereby you give him a fair shake both ways and then competition cannot touch you. Then, my friend, go away another five years, and, returning, note only change for the better in the local grocery field.

Demonstration Right There.

The demonstration seems to me to lie right in that same last Utopian letter, as follows:—"This idea may interest you as being Utopian. A town near here (nine grocers and three butchers) is selling for cash only. No competitor can come in because they can undersell any credit man, and the people are educated to pay cash."

If in the nearby town, why not in ——ton? If the competitor would have a hard time because the nine and three could undersell him, why would not the same thing apply in ——ton?

Same Margin if Properly Handled.

As it actually requires no wider margin to do a credit business where credit

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

is properly handled than to do a cash business, ——ton is practically in the same condition as the neighboring burgh; hence able to work on narrower margins; hence able to withstand competition; hence not fulfilling its destiny until it does so regulate things that competition could not come in.

With the organization already existing in ——ton the thing should be a walk-away.

If this does not look right to others, I should like to hear further.

Following items are from our market reports of issue of March 10, 1893:—

"There is no change in the sugar market. The demand for refined continues very fair at 4⅝c for granulated." — (From Montreal market.)

Editorial Note.—To-day sugar in Montreal market is quoted at 4½c, being an eighth lower than at corresponding date twenty years ago.

* * *

"The Toronto market on potatoes is if anything a little steadier, and farmers' deliveries are light on account of the impassable condition of the roads. Carloads here changed hands on track at 80c to 82c, and store lots sell at 95c to $1 a bag."

Editorial Note.—Ontario potatoes today are quoted wholesale on the Toronto market at 75c to 80c per bag, small lots, and are, therefore, 20c a bag cheaper than in March, 1893.

* * *

"The provision market does not show much change. Business is quiet on the whole, but prices run firm, especially for pork. We quote: Canadian short cut pork, per brl., $23 to $24; hams, city cured, per lb.. 13c to 14c: lard, Canadian, in pails, 12½c to 13½c; bacon, per lb., 12c to 13c; lard. com. refined, per lb., 10½c to 12c."

Editorial Note.—Above is from our Montreal market of March 10, 1893. By comparing these prices with those existing to-day it will be seen the latter are somewhat higher.

B.C. Merchants Hold Annual Convention

Many Prominent Grocers Connnected With the Proceedings—Freight and Express Rates Criticized — Parcel Post, Granting of Credits and Organization Among Other Topics—Held During the Pure Food Show.

Vancouver, March 5 (Special).—The sixth annual convention of the Retail Merchants' Association of British Columbia was held in the Labor Temple on Tuesday, Feb. 25. Previously this association was controlled by the grocers, but the latter last year decided to expand the scope of the organization and took under their banner other retail merchants.

So as to ensure a good gathering of those interested, the executive arranged that the convention should be held during the Pure Food Show exhibition. Their expectations for a large asembly were realized for over one hundred members of the association sat down to listen to the work done and that contemplated for 1913.

In the absence of F. W. Welsh, Vice-President, H. C. Martin, occupied the chair. In welcoming the retail merchants of the province he outlined the different points that required attention in the interests of the retailers of British Columbia.

Some of these questions were:—Clause in the criminal code placing the amount of capias at $100; in the event of a debtor leaving a locality for another without taking care of his obligations; the question of a stated hour for the closing of retail stores; that of misrepresentation in advertising ; exorbitant express and freight rates; question of delays in shipping; in the towns and cities the closing of banks at noon on Saturdays, leaving the merchants to cash many hundreds of cheques that otherwise would be taken care of by the banking institutions, and other important points.

T. F. McDowell read a short paper on his ideas of progression in retail organization, which was closely followed and much appreciated.

The secretary outlined a better working of the association through organizing and forming local associations throughout the province and by affiliating with the provincial organization, this in turn effecting connection with the Eastern provinces and also with the Retail Merchants Association of Canada.

Thomas S. Futcher, secretary for Vancouver Island, spoke to some length as to the activities of the association work there, expressing his assurance that if an active movement was made good results would follow.

K. F. Oxley, a Kelowna grocer, made a stirring speech as to how their active organization was getting results, showing that he, as the representative from this city, knew what his association wanted and what they apparently intended to get. The main point in his remarks was the placing of a Retail Merchants' Association in a position to reach the railway commission in connection with delayed freight.

R. L. Peterson of the Cowichan Merchants, Limited, of Duncan, B.C., spoke at some length as to the workings of the association in that town and expressed himself as clothed with authority from the Duncan association to assist in any way he thought wise in bringing about an action that would show something.

The assembly unanimously decided that the Retail Merchants Association of British Columbia should be continued and that an active directorate be elected.

Nominations for the president were unanimous in re-electing F. W. Welsh, of the London Grocery Company, of this city. E. A. Howse, of Nicola, was elected vice-president; R. L. Peterson. of Duncan, second vice-president. Thos. Connor was elected secretary for the Mainland and Thomas S. Futcher for Vancouver Island, George S. McKenzie. of Kelowna, B.C., being elected secretary of the Interior. The treasurership was vested in the Mainland secretary.

Another special change was made in the method of choosing the directorate with the unanimous approval of the convention, that in all twelve active merchants should comprise the executive committee, electing three from Vancouver Island, three from Vancouver City, two from New Westminster, and four from Interior points, and that any local association anywhere in the province affiliating with the provincial organization would be privileged to send their president to any executive meeting as an ex-officio member.

The election of the directorate resulted as follows: New Westminster, W. Anderson and H. T. Kirk; Vancouver City, A. C. Bartig, Frank McKee and W. C. Stearman; Vancouver Island, L. Acton, P. D. Johnson and E. J. Wall; Interior, John Martin, of Vernon; S. J. McDiarmid, of Salmon Arm; K. F. Oxley, of Kelowna, and W. England, of Kamloops.

Further resolutions were moved, seconded and carried that the directors be authorized to employ such ways and means as will secure a capable organizer.

The Clerks' Page

By the Cub Reporter

CLERK VERSUS SALESMAN.

A Hamilton, Ont., Grocer reader sends the following actual alleged attempt on the part of a clerk to make a coffee sale. The reader asks that it be placed gently in the W. P. B. if it is thought it would not appeal to readers. The answer to this is that it is published herewith:

THE WAY NOT TO SELL.

SCENE. — Grocery Store. — Caste— Mrs. Smith, customer, and Mr. Clerk, alleged salesman.

Mrs. Smith—"How is that High-up coffee I see advertised so much?"

Mr. Clerk—"Oh, I guess it's all right." (Wet blanket No. 1.)

Mrs. Smith—"Do you really think it will not make me nervous or keep me awake at night?"

Mr. Clerk—"Well, I really don't know. I have never tried it. Mrs. Jones claims it does not make her nervous, but others say it is just the same as other coffee." (Wet blanket No. 2.)

Mrs. Smith—"What does it sell for?"

Mr. Clerk—"55c per pound." (Silent wet blanket No. 3.)

Mrs. Smith—"55c a pound! I won't pay that for any coffee, would you?"

Mr. Clerk (liking to be agreeable)—"I suppose it is good coffee; but it is pretty high." (Soaking wet blanket—buyers cold chills).

What Might Have Been.

How easy it would have been for that clerk to have replied like this: "It's fine coffee, Mrs. Smith; everyone likes it who gives it a trial. Mrs. Jones says it's the best coffee she ever drank, and the only kind she can drink at night without being kept awake."

Mrs. Smith—"How much is it a pound?"

Mr. Clerk—"We are asking 55c for it, Mrs. Smith, and I tell you it is worth it. Make it the same strength as regular coffee, and it only costs you 1⅜c per cup."

Mrs. Smith—"But don't you think 55c a pound is too high?"

Mr. Clerk—"No, I don't, Mrs. Smith. A person who really appreciates good coffee could never object to paying 1⅜c per cup, and High-up coffee will not make you nervous or keep you awake at night."

Mrs. Smith—"I will try one can."

You know she would. She would feel cheap if she quibbled on paying 1⅜c per cup.

* * *

THE MAKING OF CITRON PEEL.

A young Western Canadian grocery salesman asks the Cub Reporter who edits this page some questions about citron peel—how it is made, etc. Rather than send this information by mail it is printed herewith so that every clerk who does not know about the manufacture may secure the advantages.

Citron peel consists of the thick and tender rinds of several varieties of the Citurus medica, a native of Asia, but now cultivated in most warm climates. The fruit of some of the larger varieties often weigh as much as 5 lbs. each.

The sweet rind citron is prepared in the simplest manner by soaking the rind in warm fresh water for a couple of days, then boiling slowly in more fresh water until tender. The water is then drained off, and the rind put into a thick syrup of the best white sugar and boiled slowly and as long as possible without crystallizing the sugar. The pieces of peel are then allowed to cool, then placed in fresh syrup, and the boiling repeated. The pieces are almost now transparent, and have absorbed all the sugar they will hold, so they are finally placed on shallow trays and dried in a warm, airy oven.

The bitter citrons are gathered quite green and tender, cut in halves or quarters, freed of pulp, and then put into a vessel of strong brine and left there for a month. The salt water is then poured off and fresh put on. The process extracts the bitter principle from the fruit, the salt being afterwards extracted by the fresh cold water. The peel is then boiled in fresh water until a fork will easily pass through it. It is next drained, placed in an earthen jar, and white sugar syrup poured over it, and allowed to stand a few days; then boiled again, and the process repeated until it will take up no more sugar. It is finally dried, either on trays, as above described, or in an "evaporator," and is generally flavored with lemon peel.

Citron peel is imported either ready candied from Madeira, etc., where the best quality is prepared in large quantities, or in salt and water, to be afterwards candied in this country or used without candying.

Citron peel is less acid than the lime or lemon fruits, has a tendency to prevent vomiting, and excites the appetite; hence its value in rich cakes, Christmas puddings, sweetmeats, punch, negus, etc.

* * *

VICTORIA CLERKS ORGANIZE.

Finding that the question of a weekly half-holiday in the stores can be carried through only by means of unity, those who attended a recent meeting of the grocery clerks of Victoria, B.C., decided to form an association of the clerks in the stores of that city. Accordingly a mass meeting of the clerks will be held shortly for the purposes of organization.

The meeting was addressed on behalf of the organization committee of the Trades and Labor Council by Christian Sivertz, president of the British Columbia Federation of Labor; A. Watchman, president of the Trades and Labor council; T. H. Norris, secretary of the council, and president of the Painters' union William Coffee, of the Hod Carriers' union, and E. A. King, Plumbers' union. The deputation assured the clerks that they would have the backing of the Trades and Labor council in forming a strong and active organization in this city.

The man who thinks he is too old to learn is, so far as results go.

If you do no figuring on the profits of your business until after you have made them, you are likely to find them lacking.

Veterans in the Grocery Trade

Number Two—
J. B. HARKER

John B. Harker, Belleville, Merchant, Who Became Clerk at Age of Fourteen Years—Spent Five Years as Apprentice in Old Country at Small Pay—Altogether Has Been 34 Years Connected With the Trade—Unique Method of Preventing Large Credit Accounts.

Starting in the grocery business at ten cents a day would not be a very inviting prospect for a youth of 14 in these modern times. Yet this is what John B. Harker, until recently a Belleville, Ont., grocer, received for one year some 34 years ago. At the age of 14 years he became apprenticed in England to a retail grocer at 60 cents a week, and the first year he made the grand total of $31.20, or about 10 cents for each working day.

His apprenticeship was distributed over five years, and each year up to the last his increase in pay was 24 cents a week. That meant that during the second year he received 84 cents per week, or total of $43.68. The third year it was $1.08 weekly, making $56.16 altogether; the fourth $1.32, or $68.64 for the entire year. During the fifth year the contract called for a raise of 48 cents, so that Mr. Harker's wages were raised to $1.80 weekly that year, making $93.60 altogether. Totalling up his remuneration for the five years, it will be seen he received the munificent sum of $293.28.

Experience Worth More.

It must be understood, however, that Mr. Harker received more than that, although not in actual cash. He had an experience which could not at that time be estimated in dollars and cents, but which since has stood him in good stead. It was the strong foundation stone of his career. During that five-year apprenticeship he learned the rudiments of the business. He knew the sources of every staple line, the growth, history and character of each, and could talk intelligently on them. He studied service from the ground up and absorbed all the selling methods that came under his notice.

Two weeks ago Mr. Harker laid down the reins of business in Belleville, Ont., after a successful career. He is truly a Veteran grocer, having been connected with the business continually for more than 34 years.

After serving his apprenticeship he immediately secured a position at a weekly salary equal to $12.50—a big jump from $1.80. Shortly after he came to Canada and spent four years clerking in Toronto. Belleville next secured him, and for 17 years he was with Wallbridge and Clark there. For the past eight years, and until his retirement a couple of weeks ago, he was in business for himself. He has sold to W. H. Lanning.

JOHN B. HARKER,

Belleville, Ont., grocer, who has just retired after spending 34 years in the trade as apprentice, salesman and proprietor. A Canadian Grocer reader for 25 years.

Go After Best Trade.

In a conversation with Mr. Harker, one would soon discover that he had evolved a good many ideas that have undoubtedly helped him in building up his business. One of his maxims has always been, "Cater to the best trade." He claims that when a merchant does this he gets considerable of the poorer class of trade as well as the best, and is thus able to always move out anything that should happen to become a sticker or what was not actually required or wanted by the best customers.

"If," he says, "I were to have catered to the poorer class of trade I would have got it and nothing else."

Mr. Harker, too, has always made it a point to study the tastes and likes of his customers. When he found, for instance, that a certain customer was fond of a certain blend of tea or coffee he made a note of it in a memorandum book and always aimed to supply that blend. In the case of butter, when he found any particular brand of creamery was satisfying his customers he stuck to that whether butter went up or not. He knew they would be satisfied with the quality, and there was always some satisfactory reason for the advance. Quality was of more importance to him than price.

Overcoming Bad Credits.

"A good account collector is a valuable asset to the business," in one of Mr. Harker's opinions. "Better still is a man who can prevent bad accounts."

This is where he thinks many grocers fall down. Credit is given indiscriminately, and soon several hundred dollars are out where much of it cannot be secured. Mr. Harker used a novel method of holding down the poor outstanding accounts. He had a card with "Terms Cash" printed on it hanging in a conspicuous part of the store. This did not mean that he insisted on everyone paying cash. The best customers are shorter credit people, who are sure pays, and cash was not insisted upon in their case. But when a doubtful pay customer asked for credit the sign was brought into commission.

Here is an actual instance showing how Mr. Harker was in the habit of dealing with the erstwhile cash customer who wanted credit:

"Prior to Christmas last," he related to the writer, "a customer came to me stating he was out of work and wanted some credit. He had been paying cash because he was not a man I could depend on. I pointed to the card 'Terms Cash,' stating that I could not change from that course. If I did, someone else whom I did not know as well as I knew him would want the same privilege. 'But, I said, 'I'll tell you what I'll do. I'll lend you $10 so that you can pay me the cash for the groceries you purchase now, and later on you can let me have the $10 again.'

Got His Money Back.

"He accepted the offer, took the money and bought $4 groceries, for which he paid out of the $10. Of course, he did not come back, because he knew I would always insist on cash, and then he was under an obligation to me. In January he got work again, and two weeks ago paid me back the $10.

"That was my system when a man asked for credit whom I knew was a possible slow or never-pay. By following it out, I lost little money. Even if I never got back the money I loaned that would mean my entire loss, instead of probably $70 or $80."

He would advise a beginner in the grocery business to pay most careful attention to credits and collections. Carelessness in this regard, he declares, is the cause of a great many failures. His 34 years in the business has convinced him of this.

Mr. Harker has been a reader of The Canadian Grocer for twenty-five years, and counts himself the oldest subscriber. He states there had only been a few issues of the paper out when he subscribed.

Current News of the Week

Quebec and Maritime Provinces.

The Addington Grocery Co. has been registered at Montreal.

The Glace Bay Co-operative Society, Glace Bay, N.S., sustained a fire loss recently.

The estate of A. Johnston, general merchant, Peters Road, Prince Edward Island, is succeeded by J. L. McKinnon.

Arthur Boutilier, president of North Atlantic Fisheries, Ltd., was in Montreal this week and spent some time with W. R. Spooner, local manager.

H. B. Short, Mayor of Digby, N.S., representing the fish merchants of the Atlantic Coast on the Dominion Fisheries Advisory Board, passed through Montreal on Monday on his way home from Ottawa, Ont.

Ontario.

Frank Dens, a Hamilton, Ont., grocer, died recently.

J. J. Little, a Toronto grocer, has sold to T. P. Loblaw.

J. Arnold has opened a new store at 428 Dundas Street, Toronto.

W. E. Graham, grocer, Toronto, is succeeded by T. A. Davidson.

David R. Kenny, for ten years a grocer in Toronto, died last week.

J. B. Harker, grocer, Belleville, Ont., has sold his business to Mr. Lanning.

Gordon Halliday is opening a grocery store at Kirkwall, Ont., near Hamilton.

The Port Dalhousie Canning Co., Ltd., has been granted incorporation in Ontario. The capital is $75,000.

The Western Salt Co., Limited, of Mooretown, Ont., have erected and have now in operation a new plant at Courtwright, Ont.

John J. Fee, wholesale produce dealer, Toronto, Ont., has been spending the past few weeks in Washington and some of the larger cities of the South.

A Toronto fish pedlar was in police court during the week charged with creating a nuisance by shouting his wares on the street. The magistrate let him off, but he was warned that he would have to be more musical in future.

H. Gilbert Nobbs, manager for Canada and the United States of Holbrooks, Limited, has just completed twenty years' service with this company. It is interesting to note that when he entered the firm he received a salary of $1.20 per week.

The British Canadian Canners, Hamilton, Ont., are erecting two new factories this year—one at Port Dalhousie and the other at Blenheim, Ont. This will make seven that this firm now have. They are also increasing the capacity of some of their other factories.

The Berlin, Ont., Trades and Labor Council has passed resolutions opposing the demands made by the Dominion Retail Merchants' Association to the Dominion Government for standard weight on potatoes at 75 pounds per bag, and also in favor of parcels post, which the association is opposing.

Secretary E. M. Trowern, of the Retail Merchants' Association, has organized a branch in Trenton, Ont., of which the following were elected officers: President, F. W. Barry; First Vice-President, N. J. McNair; Second Vice-President, Russel Haines; Secretary, James S. Hurie; Treasurer, H. Kemp.

Western Canada.

The Manitoba Gazette announces that letters patent have been granted to Richards and Brown.

The citizens of Battleford, Sask., recently tendered a banquet to A. F. MacLaren, president of the various Laurentia milk companies.

British Columbia Fruit Grocers' Association want the duty on apples raised. A deputation will wait on the Ottawa Government to this effect. They will also ask that it be made compulsory to label United States fruits.

It is stated that some Vancouver firms handling New Zealand butter are defrauding the buyers by making over the butter and adding water. The law in Canada allows only 16 per cent. of moisture, but the allegation is made that butter with a greater moisture is being sold.

The three-storey building occupied by C. H. Catelli Co., Limited, Montreal, manufacturers of alimentary pastes, was destroyed by fire early this morning. The loss will amount to $60,000, but is covered by insurance. This factory when running turned out about 50,000 lbs. of macaroni and vermicelli per week.

At the last banquet of the Canadian Credit Men's Association in Winnipeg Roderick Mackenzie, of the Grain Growers' Association, was the speaker. Mr. Mackenzie stated that the harvest last year had been a good one, but that the reason for the tightness in the money market was that the Western farmers were not able, after paying the freight charges and the milling of their grain, to obtain a profit sufficient to meet their needs. What the Grain Growers wanted, he said, was free trade in natural products to give an outlet for the goods they produce. W. S. Fallis, the president, who replied, was firmly convinced that free trade would bring about the ruin of the country, and pointed to the prosperous conditions that have prevailed in the United States for the past century under protection.

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

An inquirer wants to know where he can purchase a liquid for sprinkling on floors as a dust preventive known as "Klean Koat." Can anyone furnish The Grocer with this information.

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Editor Letter Box.—Will you be good enough to let us know the address of manufacturers or representatives of English American and Canadian firms manufacturing yolk egg powder or egg substitute.

Quebec, P.Q., Grocer.

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Editorial Note.—We would refer this inquirer to Holbrooks, Limited, King W., Toronto; Henry H. Ottens, Philadelphia, Pa.; W. G. Patrick & Co., York St., Toronto, and The Canadian Egg-Save Co., 62 Temperance St., Toronto.

To J. J. NAIRN, general manager of The Dominion Canners, Limited. Mr. Nairn was born March 7, 1857, at Aylmer, Ont. He has spent 26 years in the canning industry, prior to which time he was in the banking business.

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To JOHN P. ATKINSON, manager The N. K. Fairbank Co., Limited, Montreal. Mr. Atkinson was born March 8, 1873, at Amherstburg, Ont. He began with the above company in 1900, and was appointed manager in 1908.

Sugar Market Firming; Drop in Paper Bags

Sugar Situation Should Be Watched—Pure Spices Show Tendency to Advance —Canned Lobsters Advance—Beans Easier in All Larger Markets—Flour Dropped 25 Cents Per Barrel in Halifax.

MONTREAL MARKETS.

POINTERS,—

Ground Cloves—Advanced to 26c lb.

Cream of Tartar—Advanced to 28c per lb.

Canned Lobsters—Up 25c per dozen.

Fancy Barbadoes—Up 1c a gallon on futures.

Sugar—Firmer.

Montreal, March 6.—Wholesalers report larger business for past month than was accomplished during same period last year. The demand this week is a little heavier than last week, while collections are reported to be better than for some years past at this season.

The excitement in sugar seems to be the main topic for gossip this week and the advance in molasses is causing quite a little comment. There is a persistent feeling among the trade that the staple lines are on the decline but there has been little as yet to substantiate this.

Few prices have been changed this week. The most important possibly is the advance in canned lobsters. One pound flats have advanced to $5.75 per doz., while ½ pound flats are now selling at $3.05. There are few Talls offered at present and some stocks are entirely exhausted.

Ground cloves are selling at 26c per pound. Canary seed is bringing 6 to 7c according to the quantity purchased. Cream of tartar is selling at 28c per pound.

SUGAR.—Locally, prices of sugar remain same as last week but there is firmer tone to market now than there has been for some time past. The sugar situation is still uncertain, but there is feeling that prices will firm up as the long looked for report on the sugar situation is at hand and its tone is bullish. New York market on raw sugar advanced from $3.35 to $3.54, but as refiners here did not follow decline of a few weeks ago in raw sugar it is not likely they will follow the present advance. Whether this advance will be sustained is question that will decide the next turn of the market.

The demand for sugar is quite heavy and dealers are beginning to stock up as they seem to think sugar has reached low level and way things look at present, supports this theory. The liberal buying is not confined to big dealers, but seems to be general.

Wholesalers report "Jamaica Crystals" raw sugar on spot here selling at $4.50, while ordinary raw is bringing 3⅞c per pound.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—Cables from Barbadoes this week advise that crops are a disappointment as they are not as bountiful as was at first reported. Prices on fancy Barbadoes for April, May, June and July delivery have advanced 1c per gallon. Spot stocks, however, will remain the same till the arrival of the new crop. Trading is fair.

Corn syrups remain same as last week. Demand for these syrups remains good.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—Demand for dried fruits this week shows brighter tone than it has since holiday trade. No one line seems to be in better demand and the trading appears to be more or less for filling in exhausted stocks. Prunes are moving freely.

Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 07
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	0 04½	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12¾	0 13¾
Figs, 7 crown	0 13¼	0 14
Figs, 9 crown	0 14¼	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10¾	0 11¼
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11¼
40-50	....	0 10
50-60	0 09	0 09½
60-70	....	0 08
70-80	....	0 07¼
80-90	....	0 07
90-100	....	0 06½
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	0 07½	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages, 12 oz.	0 07	0 07½
Select raisins, 7-lb. box, per lb.	0 07⅞	0 08½
Sultana raisins, loose, per lb.	0 11½	0 12
Sultana raisins, 1 lb. cartons	0 12½	0 14
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07½	0 08
Valencia, select, per lb.	0 08	0 08¼
Valencia, 4-crown layers, per lb.	0 08½	0 09

TEA.—Reports from different sources tell of increasing consumption of tea throughout the entire world, and the consumption of tea in Canada during past year shows a healthy growth. Medium priced teas show marked increase.

Prices remain same as last week, but trading is a little dull, but is fairly good for this season of the year.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—The primary markets are easier but local market remains unchanged from last week. The demand is somewhat heavier and more business is being accomplished this week than formerly. Demand seems to be chiefly from large centres and trade from city proper is increasing. The favorite grade seems to be the medium priced blends.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICE.—The most noteworthy item in the spice trading is the high price of cloves which is record price. Demand is fair and steady.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Trading is nominal with steady demand. Prices remain stationary.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55

Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 50
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Situation in nuts remains same as for past few weeks. A few orders are coming in for these lines, but the demand is not large which is all that can be expected at this season of the year.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 15½	0 17
Walnuts, Myette Grenobles, per lb.	0 15½	0 17
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13¼	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Casbews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 06¼
Coon, roasted	....	0 06
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 18
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

BEANS.—There is no change in bean market which continues steady with fair demand. Poor quality of the Ontario offering is still an item of gossip among the trade. Few beans or peas are being imported just now as the dealers seem to have ample stocks for present.

Imported white beans, bush.	2 60	2 75
Yellow beans, bushel	3 00	3 60
Ontario, 3 lb. pickers	2 60	2 65
Imported green peas, Belgium	2 75	3 30
Yellow peas	2 60	2 70

ONTARIO MARKETS.

POINTERS:—

Sugar—Firming.

Coffee—Market slightly stronger.

Pure Spices—Tend to advance.

Shelled Walnuts—2c lb. easier.

Lobsters—Higher.

Paper Bags—Easier.

Condensed Milk—Deliveries improving.

TORONTO, March 6.—Trade during past week has taken on brisker tone, and greater volume of business has been transacted than during previous week. At present a good healthy trade is passing, and prospects for future are brightening. Sugar situation is marked by firmness at time of writing, but whether the near future will turn scale in opposite direction is yet a puzzle. Montreal manufacturers of paper bags have dropped prices about 20 per cent. to stimulate trade, and as result Toronto manufacturers are meeting new prices.

Collections on the whole have been fair, and about as good as during any other year. Tightness of money, say wholesalers, is confined to a great extent to speculators, and thus difficulty in making collections is experienced more in the cities than in the smaller towns and country districts. Banks, scenting trouble through so much speculation, called in their money and raised the cry of shortage before the catastrophe actually was even in sight, was the way one wholesaler who is a bank director put the matter.

SUGAR.—Sugar market this week shows greater firmness than it has done for some weeks past. Raws have been advancing so that on Tuesday New York people bought 10,000 tons on strength of advance and at the higher price. This would indicate that sugar has reached the low point, and that it is now likely to advance. Wholesalers, looking to early rise in price, have bought up fairly heavily, so that now stocks are well replenished. So far as can be judged from present conditions this seems an excellent time for the retailer to lay in a supply. But market should be carefully watched.

Extra granulated, bags	4 50
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—Trade in these lines has been a little brighter during past week. Market situation is still one of dullness, with little sign of change. Fancy Barbadoes are firm, but remain unchanged as yet. Corn syrups and maple syrups have been moving rather more freely than week ago.

	Per case.
Syrups—	
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 28
West Indies, half barrels	.... 0 30
Barbados, fancy, barrels	0 45 0 47
Barbados fancy, half barrels	0 49 0 50

DRIED FRUITS.—Evaporated fruit situation is just as weak as at last writing. Demand is light, and only small quantities are moving. Evaporated apples continue weak. Quality is said to be a little better than last year owing to large apple crop, and thus better samples taken to the evaporator.

Prunes—		
30 to 40, in 25-lb. boxes	0 12¼	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Shipments of Indians from Calcutta have been much curtailed of late, and now samples on last direct shipments are being received. London market for Indians is slightly stronger this week, while for Ceylons it is steady, and prices remain unchanged.

COFFEE.—Poorer grades of coffees on primary market, which during past couple of weeks have been easier, have been firming up again during last three or four days, and are likely soon to be back to original basis. Milder coffees continue unchanged.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 28	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Pure spices are all moving upward. Dealers, anticipating more energetic work on the part of the Government inspectors, are sending out purer spices than formerly, and as result prices have to be raised. An advance of from 10 to 15 per cent. on old figures has been accomplished. Market remains firm.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	25—26	90—0 00	.....
Curry powder	25—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 25	1 40
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 35	0 50
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83

RICE AND TAPIOCA.—Rice and tapioca situations remain practically unchanged from week ago. Volume of business is only fair.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06	0 07
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—New shelled walnuts are easier this week by about 2c a pound. Business is dull, only the small seasonable trade passing.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Canadian beans continue easier on account of heavy stocks and inferior quality. Only a few samples are being received from which no wrinkled beans can be picked. Austrian H.P. are worth from $2.60 to $3, according to quality, but there are few now on market. Ordinary Austrians are bringing about $2.40. So great variety appears in quality that prices are pretty much nominal.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush.	2 60	3 00
Austrian, mixed, per bush.	....	2 40

PAPER BAGS.—Manufacturers of paper bags in Montreal have dropped their prices about 20 per cent. for the purpose of stimulating trade. Toronto manufacturers have announced that they are meeting prices of Montreal manufacturers, but as yet have not arranged a regular schedule. A substantial decrease can be counted upon.

CANNED GOODS.

MONTREAL.—About the only development in the canned goods market this week is the expected advance in canned lobsters, which have advanced 25c per dozen on 1's and 15c per dozen on ½'s; talls are practically exhausted.

The booking for next year's pack is quite heavy, and in most instances exceeds last year's booking.

TORONTO.—An advance of 10c per dozen has been announced here on ½-lb. tins of lobsters, which makes present quotations $3 to $3.25 per dozen. Pound tins have been advanced about 25c. These advances go into effect immediately, even before the new goods, which are expected in another month, arrive.

Scarcity in condensed milk, so marked during past few weeks, is gradually becoming less, so that now deliveries are improved slightly.

Demand for jams and bottled goods of all kinds is improving, and during past week these goods have been moving out fairly freely.

MANITOBA MARKETS.

POINTERS:—

Sugar—Weak.

Beans—Down 15 cents.

Tapioca—Down 3/8c.

Winnipeg, March 5.—(Corrected by Wire.)—The business situation is not just as satisfactory in the West as all would like to see it. Tightness of money, not scarcity of money, lies at the bottom of a certain present inactivity, and is creating some uneasiness as to the future.

On every hand, from the artisan to the management of great concerns, has come an impression that it would be wise to go slow until the atmosphere clears. The European situation is not clear, and all thinking people know that that lies at the bottom of the lack of enthusiasm in London over Canadian investments. What money has been required has been found so far, but alarmists have not been wanting who say that the mine is nearly worked out.

On the other hand, low prices of all grains during last six months has made last season's crop one of small profit to the farmers, and they have little, if any, surplus cash to go on with.

These two facts lie at the basis of what uneasiness exists.

But there are favorable prospects. The immigration season is opening up with a rush, and those well informed state that arrivals of settlers and capital from this source will beat all records.

A great building development in towns, a great railroad expansion and considerable industrial expansion are assured. There is considerable grain yet to market, which, it is hoped, will bring better prices.

At present real estate people are the chief ones to complain. It would perhaps be no real loss to the general welfare if the present extravagant notions of Western land values were reduced about one-half, and if people generally would get discouraged from embarking the savings in lots in sub-divisions, many of which can never be anything but the prowling ground for wild cats.

There is a steady demand for staple lines of groceries, and the following price changes may be noted:—Beans reduced 15c per bushel; tapioca off 3/8c per lb.; evaporated apples, 3/4c off.

Collections are coming in slowly, but city retail business is good.

SUGARS.—From all reports sugar will remain cheap this year. There are large crops of sugar in all producing countries, and the only solution of the problem of the distribution of these crops is low prices. There may be occasional reactions, but it is pretty certain sugar will average cheaper in 1913 than in 1912.

Montreal and B.C. granulated, in bbls.		5 15
Montreal and B.C. in sacks		5 10
Montreal and B.C. yellow, in bbls.		4 75
Montreal yellow and B.C. yellow, in sacks		4 70
Icing sugar, in bbls.		5 50
Icing sugar, in boxes, 25 lbs.		5 75

SYRUPS.—Corn syrups are steady, with a fair demand. Maple syrup is popular line to feature about this season in the West. There is a sentimental reason for this among the many Western residents originally from Eastern Canada.

2 lb. tins, per case		2 13
3 lb. tins, per case		2 53
10 lb. tins, per case		2 41
20 lb. tins, per case		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—There seems to be little of change in the dried fruit lines. Prices have been steady for some time, and now there is not even an expectation of change hinted at. Evaporated apples are weak, and have suffered a further decline of 3/4 of a cent.

	Per lb.	
Prunes—		
90-100s, 25s, s.p.	....	0 05¼
90-100s, 10s, s.p.	....	0 05
80-90s, s.p.	....	0 06
80-90s, 10s, s.p.	....	0 06½
70-80s, 25s, s.p.	....	0 06¾
70-80s, 10s, s.p.	....	0 07
60 70s, 25s, s.p.	....	0 06¾
50-60s, 25s, s.p.	....	0 07¾
40-50s, 25s, s.p.	....	0 09¼
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	0 09¼	0 09½
Smyrnas	0 13	0 16
Currants—		
Dry clean, per lb.	....	0 07¾
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS.—Present high prices seem to have no effect on the consumptive demand, which shows a steady increase.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—3-lb. pickers are now down to $2.30 per bushel. Hand-picked beans are so scarce as to be practically off the market. Peas are steady.

Beans—		
Hand picked, per bushel	....	2 45
3 lb. picker	....	2 30
Peas—		
Split peas, sack 98 lbs.	....	4 00
Whole peas, bushel	....	2 75
Barley—		
Pot barley, per sack 98 lbs.	....	3 65
Pearl barley, per sack 98 lbs.	....	5 15

NUTS.—Trade is very quiet and altogether featureless.

	Per lb.	
Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

NEW BRUNSWICK MARKETS.

By Wire.

St. John, March 5.—Local markets have been fairly quiet during last week.

Business keeps up well. A change is looked for in flour. It is expected to go lower. A few changes have occurred in some staples, particularly pork products. All are firmer. Market is strong, and slight increase in lard is a result. Eggs are easier and butter also. There is better supply of both.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, hand picked, bushel	2 75	2 80
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	0 30	0 32
Eggs, case	0 25	0 27
Flour, Manitoba	0 23	0 25
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	24 50	27 50
Pork, American clear	25 00	27 00
Potatoes, barrel	1 65	2 25
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 50	4 60
No. 1 yelliw	4 20	4 30
Paris lumps	5 60	5 75

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, March 5.—Business here is about average for the season. Eggs are weaker than at time of last report and are now at 35 cents. Butter is plentiful with fair demand. Wholesalers are expecting higher markets for dried fruits.

Butter, creamery, per lb.	....	0 35
Butter, New Zealand prints	....	0 33
Butter, New Zealand solids	....	0 32½
Currants, Filiatras, per lb.	....	0 08½
Currants, Vostizzas, per lb.	....	0 10
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per barrel	....	4 30
Eggs, per dozen	0 35	0 45
Flour, Manitoba best, per bbl.	....	6 60
Oatmeal, std., per sack	....	1 90
Potatoes, local, ton	....	15 00
Potatoes, Ashcroft, ton	....	21 50
Raisins, Cal., fancy, per lb.	0 06	0 07
Rice, Japan, per ton, No. 1	....	112 50
Rice, Japan, per ton, No. 2	....	90 00
Salmon, Sockeye, per case	....	10 25
Sugar, std., granulated, per cwt.	....	5 55

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 5.—There is fair volume of business passing in wholesale groceries. Bad roads have, however, interfered much with trade. There is a decline of about twenty-five cents in flour and feeds. Wholesalers report better demand for flour and indications are for heavy sales this month. Imported fruit prices are firm. Lemons are five dollars per case here, being dollar below New York quotations. Navel oranges are up fifty cents to four dollars. Stocks of vegetables held by retailers are light.

Apples, No. 1, per bbl.	....	3 50
Bacon, side, per lb.	....	0 19
Butter, creamery, per lb.	....	0 32
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 28
Eggs, cold storage, per dozen	....	0 26
Flour, Ontario, 90 per cent.	4 95	5 05
Flour, Manitoba best, per bbl.	....	6 05
Hams, per lb.	....	0 19
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Oranges, navel, per case	....	4 00
Potatoes, per bag	....	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25

PRESENT VIEWS TO MINISTERS.

OTTAWA, March 6.—On January 8th last a delegation from the Dominion Board of the Retail Merchants' Association of Canada waited upon the Hon. Mr. Borden and laid before him twelve resolutions of importance to the retail trade, and which had been dealt with at their last convention. The deputation was favorably received by the Premier, and they were requested to lay the same before the various Ministers whose departments they came under.

Saw the Various Ministers.

Following up this request, a committee, consisting of the Dominion president, P. J. Cote, Quebec; Dominion treasurer, J. A. Beaudry, Montreal; Dominion secretary, E. M. Trowern, Toronto, and E. C. Matthews, member of the Dominion Board and chairman of the grocers' section of the association, waited upon the following Ministers of the Government recently, and considered with them the various resolutions that had been laid before the Premier:—

The Hon. J. D. Reid, Minister of Customs, with regard to "better inspection to prevent smuggling in ports of entry." Their views were stated to him regarding the necessity of having a retail merchant on the Tariff Commission in the event of a Tariff Commission being appointed.

The Hon. L. Coderre, Secretary of State, pointing out to him the reasons why the association opposes the giving of special legislation to co-operative society promoters.

The Hon. L. P. Pelletier, Postmaster-General, and discussing with him their objections to any system of parcels post that will benefit large mail order houses at the expense of the retail merchants of Canada.

The Hon. C. J. Doherty, K.C., Minister of Justice, regarding an amendment to the Criminal Law, to make false advertising an offence; also to make the manager or president responsible for the deeds of a company, the same as an individual merchant is held responsible. Also the present unfair position that merchants are placed in under certain clauses of the Criminal Code.

The Hon. W. B. Nantel, Minister of Inland Revenue, regarding the abolition of fees for the inspection of weights and measures, and having a law passed to fix the weight of a bag of potatoes throughout the Dominion.

The Hon. G. H. Perley, Acting Minister of Trade and Commerce, regarding the required amendments to the Gold and Silver Marking Act, and their reasons why they require a department for the retail trade in the Department of Trade and Commerce. The delegation state that results warranted their visit, and that the Ministers are now better able to understand their requirements and the reasons they advance the same. They are pleased with the outlook, and hope to report good results when the session closes.

CATALOGUES AND BOOKLETS.

The catalogue and prize list from Willer & Riley, packers of peas in packages, Boston, Lincolnshire, England, shows by five illustrations in colors how this firm puts up peas and beans in what are called bottle packets. The labels on these packets show peas and beans all round just as if they were inside glass bottles. At a distance one would think they were actually bottles. Fac-similes of the various packets the firm produces are shown. The MacLaren Imperial Cheese have been appointed their agents in Canada.

FOR SALE

GROCERY AND MEAT BUSINESS FOR sale—this is located right in heart of industrial section of Welland. The turnover has doubled itself within twelve months. Anyone requiring a genuine business should look into this. Strictest investigation invited. About $2,000 required. Address, first instance, H. L. Hatter, Grove St., Welland.

WANTED.

WANTED—I WANT A GOOD LINE TO sell the wholesale grocers or confectioners. 15 years' connection with the best trade in the Maritime Provinces. Commission only. Address Traveller, Canadian Grocer, Toronto.

HAMILTON

Branch Manager Wanted

Responsible firm of Grocery Brokers wishes to open an office in Hamilton. Excellent opportunity for live young man with knowledge of groceries. Prefer man with connection among jobbers in Hamilton, Brantford, and St. Catharines. State experience and references. All applications will be strictly confidential. Apply Box 468, Canadian Grocer, Toronto.

Florida Oranges and Messina Lemons Advancing

Increased Demand As Result of California Frost Causes Primary Markets to Stiffen—Heavy Shipments of Pineapples Expected in April—Large Consumption of Strawberries—Drop in Potato Market Expected Soon—Bahama Tomatoes Take Slump in Montreal.

Florida oranges have been advancing steadily on primary market for past few days, and in New York are already quoted higher. An advance of about 50c a case can be expected on Canadian markets within next ten days or two weeks. Messina lemons, too, have already had two advances each of a shilling this week. Fresh cut lemons arriving on Canadian markets in another month will thus be dearer, and futures will likely show even more marked effects of advances. This is due entirely to the heavy buying in the United States and all other parts which depended chiefly on California crops.

MONTREAL.

GREEN FRUITS.—There is a brighter tone to market this week than there has been for several weeks past. Apples seem to be in better demand this week than last; russets are favorites. Odds and ends are being cleared up at fair prices. New York reports advance in Sicily lemons of a dollar a case, but this advance has not affected local market yet, although prices here are quite firm. Cranberries are practically without demand. Trading in them is quite without interest, and prices are practically same as last week.

Apples, fall, No. 1	3 00	4 50
Apples, fall, No. 2	2 50	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans, cases of 24	....	4 50
Almeira grapes	6 00	7 50

VEGETABLES.—Trading in vegetables is exceedingly dull these days, and about only item of interest is the decline in Bahama tomatoes, which is more in the nature of a slump. Last week they were quoted at $3 to $3.50 per case; this week the price is $1.75 to $2 per case repacked. Florida tomatoes are still $3 to $3.50 per case, and are likely to remain at this figure, as they cost more to produce than the Bahama tomatoes, for the latter are cultivated by cheaper labor and on cheaper land. It is reported that three cars of Bahama tomatoes are on way to local market, and it is expected that this shipment will knock bottom out of Florida tomatoes, as it is hardly likely they can compete with Bahamas at the lower price, as the quality of both are about on a par.

Canadian oyster plant	....	0 50
American oyster plant	....	1 10
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in bamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	....	1 20
Cauliflower (for single cases $2.00)	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 50	5 00
Cucumbers, per dozen	....	2 50
Leeks, per bunch	....	0 30
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag.	0 72½	0 75
Quebec grades, car lots, per bag	0 60	0 65
Quebec grades, small lots, per bag	0 90	0 95
Spinach, bbl.	2 50	2 75
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	....	1 50
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 42	0 45
New potatoes, 7c lb. or, bbl.	....	10 50
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15

TORONTO.

GREEN FRUITS.—Greater firmness prevails in orange market this week. On primary market Florida oranges have been advancing steadily for past few days, and in sympathy with these advances prices here are expected to go up 50c per case within next ten days. Navels are practically off market just now, but stocks will be replenished before another week passes. No further advance has been made in apples, but for good varieties there is a firmer feeling. Common varieties are still cheap, and not wanted. Strawberries continue firm at advanced prices.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 80	....	6 50
Hothouse grapes, per lb.	....	1 10
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case	2 50	3 25
Lemons, Messina	3 50	4 00
Oranges, Florida, ordinary, case	....	3 25
Oranges, Florida, Pineapple variety, case	....	4 00
Navels, per case	3 00	3 75
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case	....	3 75
Oranges, Valencia, large, 420s, case	4 75	5 00
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	4 00	4 50
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	....	5 50

VEGETABLES. — Potato situation continues pretty much same. Dealers are looking for easier prices, and now are buying on hand-to-mouth basis for fear of getting caught with heavy stocks.

The potatoes are in the country, and it will now be only short time till they will have to be marketed. Farmers are holding out as long as possible in hopes of better prices—and better roads.

Sweet potatoes are in big demand. Car lots now move out in three or four days, whereas only a few years ago it would have taken a month to sell the same quantity.

Beans, wax and green, bamper	4 00	5 00
Beets, per bag	0 60	0 75
Beets, imported, per doz.	....	1 00
Brussel sprouts, per quart box	....	0 22
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cauliflower, bamper of 15	2 00	2 25
Cauliflower, bamper of 25	3 25	4 00
Celery, Florida, per case	3 50	3 75
Celery, California, bunch of dozen heads	....	1 25
Cbicory, doz.	....	0 75
Cucumbers, Boston, bot house, doz.	1 50	3 00
Egg plant, per crate of 30 to 45	3 50	4 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, bamper	3 50	4 00
Musbrooms, per lb.	0 85	1 00
Onions—		
Spanisb, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	....	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, bamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 95	1 05
Parsnips, per bag	0 50	0 65
Potatoes, new, Bermuda, bamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Rhubarb, according to size, per doz.	0 85	1 25
Spinacb, per bbl.	2 25	2 50
Spinach, per bamper	0 75	1 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	4 00	4 50
Sweet potatoes, 50 lb. bamper	....	1 50
Water cress, per doz. bunches	....	0 25

General Firmness to the Fish Market

Trade in all Lines Has Been Good—Weather Conditions More Favorable For Fishermen—An Early Start Expected in Fishing Operations—Catches of Halibut and Lobsters Light—Oyster Season Expected to Hold Good Throughout March.

Scarcity of fresh Haddock and halibut still prevails, causing advances in prices. Other lines too are moving upward and whole market shows general firmness. Fish dealers at all points have been well satisfied with way in which business has kept up and with Lent continuing for another three weeks are looking forward to further large turnover before season closes. Snowfall in New Brunswick has greatly stimulated trade in that district while in Montreal market has been quieter during past week.

Fishermen are now making all preparations for an early start, and dealers look forward to early catches replenishing stocks.

MONTREAL.

FISH.—Trade in fish during past week has been quieter than at any other period during Lent. Cause for this is supposed to be that dealers are pretty well stocked up. Orders are coming in quite steadily, however, but are mostly sorting orders. Big orders are still coming but not as freely as last week. Stocks of frozen and smoked fish are getting low and it is expected that wholesalers and producers will make a general clean up of their stocks this year. While the bulk of fish caught during year has not been as large as last year yet increased price will make the financial return practically same as for last year. No important fishing has been done during 1913 but fishing fleets are outfitting for the season's work now, and will be starting out in a few days. Two fishing ships landed about 200,000 fish at end of last week.

Trade in bulk oysters is slackening off. Prices of shell oysters is little higher this week at beds as ice has been interfering with the operations. Prices to retailers have not advanced locally.

There is big demand for smoked fish from all parts of the country haddie being the favorite. Trade in salt fish is dull.

FRESH AND FROZEN.		
Black Sea bass, per lb.		0 12
Bluefish, fancy, per lb.		0 13
Barbotte (dressed), bullheads, per lb.		0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak cod, per lb.	0 06	0 07
Tom cod, new, per bbl.	....	1 40
Flounders, per lb.	....	0 05
Haddock, per lb.	0 05	0 06
Haddock, fresh, per lb., by express	....	0 05½
Halibut, fresh, per lb.	....	0 15
Herring, frozen, per 100 fish, medium	....	1 80
Herring, large, per 100 lbs.	....	2 25
Mullets, per lb.	....	0 10
Mackerel, per lb.	....	0 10
Pike, dressed and beadless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	....	0 10
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	....	0 15
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	....	0 10
PREPARED FISH.		
Boneless fish, in blocks, 20 lb. boxes, per lb.		0 07
Dry Pollock, 100 lb. bundle, per bundle		6 00
Acadia pune cod tablets, 20 lb. boxes, per lb.		0 10½
Halifax pune cod, 3 lb. box, per lb.		0 15
Boncless cod, in blocks, 20 lb. boxes, per lb.		0 08
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lh. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		0 07½
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs., No. 1		10 00
New Labrador herring, per bbl.		5 50
New Labrador herring, per half bbl.		3 00
No. 1 mackerel, pail		1 75
No. 1 mackerel, half bbls.		7 00
Lake trout, kegs		7 00
No. 1 green haddock, per 200 lbs.		8 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bhls.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 25
Scotch herring, keg	....	1 10
Holland herring, keg	10 00	10 50
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	6 50	7 00
SMOKED.		
Bloaters, box	1 00	1 10
Yarmoutb bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 11
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	....	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 11
Herring, new, smoked, per box		0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.		0 22
Boneless smoked herring, 4 lb. boxes, lb	0 10	0 11
Ciscocs, per basket	....	1 25
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 25

TORONTO.

FISH.—Fresh cod appear on market again this week, but are very dear. Prices at the coast are 7 cents, which has caused an advance to 10 cents here. Stocks in trout are low and becoming well cleaned up. Lake Erie Herring is practically off the market. Up to the present time stocks have held out in face of the high prices but it is expected that scarcity will soon be felt unless fishing sets in early. Halibut, cohoe salmon and trout are all getting low.

Oyster conditions are particularly good for this time of year and oystermen are looking for large amount of business throughout whole of March. Up to present time business is reported as especially good for season.

FROZEN FISH.		
Halibut, per lb.	....	0 12
Trout, per lb.	0 11	0 12
Cohoe salmon, beadless and dressed	....	0 12
Qualla salmon, per lb.	0 08	0 09
Sea berring, per 100	....	2 00
Lake Superior berring, per 100	....	3 00
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straigbt	....	0 07
Pickerel, per lb. straigbt	....	0 09
Lake Erie herring, per lb. straigbt	....	0 06
FRESH CAUGHT FISH.		
Steak, cod	....	0 10
Haddock	....	0 09
Flounders, per lb.	....	0 05
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador berring, per keg	....	3 25
Labrador berring, per barrel	....	5 75
Labrador trout, per keg	....	7 25
Scottish herring, Locb Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straigbts, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Sbrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Local dealers still report a scarcity of fresh fish. Small quantity of fresh halibut was landed here this week which sold for 25 cents per pound, the highest price ever paid for halibut in this city. Lobster catch is small, being scarcely sufficient to supply the restaur-

ant trade. There is demand for all the fresh fish that the dealers can procure. Such a scarcity of fish at this season of the year is unprecedented. Demand for salt fish has shown a marked increase, due directly to scarcity of the fresh article.

ST. JOHN.

FISH.—Fish market during week has been well up to standard. Local dealers are heartily satisfied with manner in which business has been sustained since beginning of Lent and remaining few weeks are expected to lose nothing in this respect. Stocks have been fair during last ten days. Fine weather has prevailed for greater portion of the time, thus permitting fishermen to attend to their catches. Cod and haddock still remain as staples, and the demand for them keeps up well although there has been a slight falling off in stocks, arrivals from Nova Scotia having been smaller than usual.

Local fish merchants report a much better sale for salt stocks since recent impetus in lumbering operations in New Brunswick, owing to heavy fall of snow and colder weather. Up to within last month or so, sale of barrelled pickled goods has been only fair, but it is becoming better.

WINNIPEG.

FISH.—The market is well supplied with all varieties usually sold here. Oysters are yet selling well. Coarse lake fish are plentiful, but this trade is mostly in the hands of pedlars.

Fish—	
Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 09½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 72
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

Quicker Route for B.C. Salmon to West Indies

Pacific Coast Salmon Packers Have Just Claim In Requesting This Since Canadian Government is at Work of Bettering the Steamship Service—At Present Routes are Circuitous and Expensive—Some Proposals Made to Minister of Trade and Commerce.

British Columbia packers of salmon want a shorter and less expensive route to the markets of the West Indies than now exists. At present canned salmon from the Pacific Coast must be sent all the way across the continent by rail to St. John, N.B., and from there by steamship to its destination. The only alternative route at present is by U.S. steamships from Seattle to Salina Cruz, via the Tehuantepec Railway to Vera Cruz, thence to St. John, N.B., and back again to the West Indies.

The packers maintain, and properly so, that since the Federal government is negotiating a Reciprocity Treaty with the British West Indies and going into the question of steamship transportation, they should be given the privelege of reaping some of the advantages of that treaty. The Reciprocity Treaty as it now stands does not give this privilege to Canadian Pacific Coast interests owing to the want of proper steamship connection.

One of the chief Pacific ports on the Mexican shore is Salina Cruz in the Gulf of Tehuantepec. Salina Cruz is the Pacific terminus of the Tehuantepec Railway. At present there is no connection between Vancouver and this port Vera Cruz, on the Gulf of Mexico, is the chief Atlantic terminus of the same railway. There is now no connection between Vera Cruz and the British West Indies, and as the Panama Canal will not be ready yet for some time, there is no possible route to transport goods from Vancouver to the Indies other than the long rail haul to St. John and thence by boat or from Seattle via Tehuantepec Railway to St. John and back to the West Indies.

Want Call at Vera Cruz.

Among the remedies suggested by the British Columbia salmon packers is that Vera Cruz in the Gulf of Mexico be made a port of call by St. John or Halifax vessels en route to the West Indies. This would at least enable the packers to ship goods via Seattle and the Tehuantepec Railway to the Indies pending completion of the Panama Canal. The Vancouver Federal member was last fall apprised of this suggestion and asked to see that it be placed before the government when considering improved steamship service.

What appears to be from the map even a more direct route would be by steamship to Salina Cruz, the Tehuantepec Railway to Puerto, Mexico, on the Gulf of Mexico, and steamship to the Islands.

It is known, however, that the government is having a difficult time getting steamship companies interested in enlarging and improving the service. This is one of the conditions of the trade agreement. The service is to be more frequent and fast boats are to be put on with first class accommodation for passengers. Ample cold storage accommodation for perishable freight is also a condition. But the government finds that suitable boats are scarce now. There is a great demand for tonnage of all kinds, and especially for the sort which is wanted on this service.

Could Not Agree.

The last steamship company which turned down the proposals of the Canadian Government is the White Star Company. The government would not meet the terms of the company in either side of the subsidy or in the arrangement of ports of call.

It is understood that negotiations with this company have been definitely broken off, and it is even possible that the service to the Islands will not be improved this year.

When Geo. E. Foster, Minister of Trade and Commerce was passing through Vancouver on his way to Australia a memorial was presented him by the Board of Trade asking that he use his influence while in Australia to obtain a preference for British Columbia salmon.

At the same time "the need of a steamship connection with the Atlantic terminus of the Tehuantepec Railway and with the Atlantic terminus of the Panama Canal," was brought up, and, "that in view of the reciprocal treaty between the West Indies and Canada, it is desired that in case of any steamship service being subsidized by the Dominion Government, arrangements be made both in the Gulf of Mexico and on the Pacific Coast in the event of the trade passing through the Canal, that British Columbia should be in a position to derive its fair share of advantages."

It seems only fair that the salmon packing interests of British Columbia, who now sell considerable salmon in the West Indies, should be given some consideration, and it is to be hoped that the government will be able to provide a more direct and less expensive route for them.

Flour Situation Dull; Bran in Great Demand

Export Trade in Flour Curtailed by High Atlantic Freight Rates—Rolled Oats Beginning to Move Freely—Millers State There is Little Profit for Them at Present Prices—Prospects For an Advance in Toronto Are Bright.

Flour situation this week is marked with dulness and lack of life. Domestic demand is only fair and export demand throughout whole season has been dull on account of the discrimination Atlantic Steamship lines have been making against flour as compared with wheat. Usually wheat rates are only a matter of 2 or 3 cents per 100 lbs. lower than flour rates, but this year flour rates are almost double those on wheat. Supply and demand has had much to do with situation, but back of all there seems to be something else working.

Demand for rolled oats has increased slightly in Montreal since decline of week ago, and in Toronto has increased to such an extent that an early advance would seem possible. Bran is in large demand from all quarters. With cornmeal at present low figures it makes excellent feed. This fact is greatly increasing call for bran, so that now stocks are reduced almost to scarcity as compared with situation a few weeks ago.

Receipts of flour in Montreal for the week were 4,646 sacks as compared with 13,148 for the corresponding week of last year. The exports from St. John and Portland for the week were 33,340 sacks as against 20,711 for the corresponding week of year ago. Stock of flour in store on spot Monday showed decrease 1,458 sacks, as compared with week ago and an increase of 106,858 sacks over stocks held on same date last year.

In Halifax a decline of 25 cents has taken place in flour and feeds.

MONTREAL.

FLOUR.—Situation remains about same as last week with exception of increased booking for export. Local market is void of any interesting features and prices remain same as last week. Demand from city continues fair, while there is steady demand from country points.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	....	4 30

CEREALS.—Things remain quiet in cereal market after decline of last week and prices are steady at new level. Demand is trifle better than week ago, but difference is hardly noticeable. The weather has been favorable for increased buying during past week, but this factor did not seem to benefit market to any extent. The exports from St. John and Portland for the past week were 7,850 sacks and 600 cases as compared with 10,565 sacks for the same period last year.

Cereals—		
Rolled oats, in 25 sack lots		2 05
Rolled oats, in single bag lots	2 20	2 25
Rolled oats, in bbls.		4 35
Standard oatmeal, in single bag lots		2 25
Granulated oatmeal, in single bag lots.....		2 25
Fine oatmeal, in single bag lots		2 25
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels		2 70
Hominy, in 98 lb. sacks	2 00	2 15
Cornmeal, in 98 lb. sacks	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—There is good demand for bran and middlings owing to exhausted state of the farmers' stocks of grain. Prices are quite firm at figures quoted last week. Supplies are ample to fill demand and more business has been accomplished this week than last week.

Brain, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	....	24 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Flour market is altogether without feature, and continues in same situation as week ago. Wheat market too is lifeless, so that no upheaval is expected from that source. It is expected that heavier snowfall of past week will do much to better domestic trade.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.....	....	4 80
Strong bakers, in car lots, per bbl.....	....	4 60
Feed flour, in car lots, per ton	....	28 00
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.		
Fancy patents, domestic consumption....	4 85	5 15
Patents, 90 p.c., domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Rolled oats have been moving out freely during past week. Prices are now so low that retailers might do well to consider purchases now. Mills state they are scarcely inclined to thank a man for his trade at present prices owing to there being so slight a margin. With demand holding, prospects are for early advance.

Rolled wheat situation is marked by slightly greater firmness than week ago. Owing to scarcity of first class wheat caused by wet weather at time of harvest, an advance in local market would not be alarming.

Corn has been advancing on primary market, but as yet has not gone high enough to cause an advance on meals. Owing to abundance of corn in South little change is expected.

Rolled oats, small lots, 90 lb. sacks.....	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 75
Rolled wheat, 5 barrel to car lots.....	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Bran is still quoted at $19 to $20, but with greatly increased demand and stocks running low there seems every likelihood for an advance. Mills overstocked a month ago are now turning down orders on account of scarcity of supplies. Demand for bran is greater, chiefly on account of low price of cornmeal. A fair amount of business is passing in other mill feeds, but owing to large stocks of coarse grains in country and cheap cornmeal demand has not been as heavy as usual.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	21 00
Middlings, in car lots, per ton	22 00	25 00
Wheat moulee, in car lots, per ton.....	26 00	27 00

WINNIPEG.

FLOUR AND CEREALS.—There is only a quiet export trade in flour, and the domestic market is about average; prices steady, with no prospect of change in the near future.

Flour—		
Best patents, per bbl.	....	5 40
Seconds, per bbl.	....	4 80
Bakers', per bbl.	....	4 00
Rolled Oats—		
Rolled oats, 80 lbs.	....	1 90
Standard granulated, 98 lbs.	....	2 40
Cornmeal, sack, 98 lbs.	....	1 75
Wheat granules, 98 lbs.	....	2 65
Bales, 16s	....	3 00

Produce & Provisions

Provisions Firm with Tendency to Advance

All Hog Products Show Marked Signs of Firmness—Tendency to Advance in Sympathy With High Prices on Live Hogs—Hams up ½ Cent and Lard Firmer in Montreal—Butter Firmer: Scarcity of Finest Quality in Fresh Makes—New Laid Eggs Offering Freely—Prices Easier—Large Shipments of Storage Stocks Received on Montreal Market.

Market for all hog products is firm, with changes tending chiefly in upward direction. With present high prices on live hogs and light offerings it looks as if high prices should rule on provision market throughout season. Demand during past week has been on increase, and is especially good considering that the Lenten season is on. Market for dressed hogs rules strong at present high figures owing to light receipts.

Butter situation shows little change from last week, general firmness continuing to prevail. Stocks of fall creamery in Montreal are getting low, and causing dealers to import New Zealand to meet demand. Finest quality in fresh makes is scarce and bringing a good price. Present offerings present a stably, feedy flavor for most part, so that in Toronto, especially, second grade butter is tending to be a drug on market.

Storage eggs are at last beginning to show signs of coming to an end. Large shipments arrived last week in Montreal and again flooded the market, but few more are to come forward. In Toronto stocks are light, and apart from some held on contract do not amount to much. All these will need to be cleaned up, however, before conditions warrant the usual spring speculative market.

The table below shows the receipts of butter, cheese and eggs at Montreal for the past week, with comparisons:—

Receipts.	Eggs, pkgs.	Butter, cases.	Cheese, boxes.
Week ending March 1, 1913	3,508	1,322	186
Week ending Feb. 22, 1913	2,726	657	106
Week ending March 2, 1912	3,560	505	62

MONTREAL.

PROVISIONS.—"Up again and going strong," is the tone of the local provision market. Hams have advanced ½ cent per pound and pure lard is trifle higher in some quarters. Hogs are still quoted at $9.85 alive and dressed pork is wholesaling at $14.00 to $14.50, which is an advance of ½ cent per pound for better hogs. Tendency at this writing in local market is toward higher prices, but this may be changed by the easier tone reported in United States market at begining of the week, owing to increased receipts of live hogs. This easier tone is not expected to last for more than a few days and will probably be followed by increased shortage of hogs which in turn will cause higher prices. Lard is firm with good demand.

Long clear bacon, heavy, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 15
Large sizes, 20 to 28 lbs., per lb.		0 16½
Medium sizes, 15 to 19 lbs., per lb.		0 18
Extra small sizes, 10 to 14 lbs., per lb.		0 19
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 17½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 20½
Breakfast bacon, English, boneless, lb.	0 19	0 20
Windsor bacon, skinned, backs, lb.	....	0 22
Spiced roll bacon, boneless, short, lb.	....	0 15½
Picnic hams, 6 to 12 lbs.	....	0 14
Ham, cooked, per pound		0 27
Wiltshire bacon (50 lb. sides)	....	0 18
Cottage rolls, small, about 4 lbs.	....	0 18
Rolled ham, small, skinned, boneless.	0 26	0 26½
Hogs, live, per cwt.	....	9 85
Hogs, dressed, per cwt.	14 00	14 50
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 14½
Cases, tins, each, 10 lbs., per lb.	0 15	0 15¼
Cases, tins, each 5 lbs., per lb.	0 15¼	0 15½
Cases, tins, each 3 lbs., per lb.	0 15¼	0 15½
Pails, wood, 20 lbs. net, per lb.	0 15	0 15¼
Tubs, 50 lbs. net, per lb.	....	0 15
Tierces, 375 lbs., per lb.		0 14¼
One pound bricks	0 15½	0 16
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 09¾
Tubs, 50 lbs. net, per lb.	0 10	0 10¼
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks, 60 lbs. to case		0 11¼
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces	....	27 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		28 00
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel		None offered
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied hock, 6 lb. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—The demand is good and quite a volume of business has been accomplished during past week. Supplies of fall creamery are getting low and wholesalers are being forced to import New Zealand butter as winter made creamery will not permit of its being held for any length of time. About three cars of New Zealand butter were imported during the week. Prices remain firm at last week's quotations.

Creamery blocks	....	0 30½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 28	0 28½

EGGS.—While total receipts of eggs this week show an increase over last week of 782 cases, total receipts being 3,508 cases, there were fewer "new laid" eggs received. The big increase is due partly to shipments of Prince Edward Island and Western Ontario storage stocks but it is assumed that Prince Edward Island stocks are pretty well cleaned up with big shipment this week and it is not expected that many more will find their way onto local market. Tone of market on new laids is a little better than last week and prices are inclined to remain at present level till weather takes another change. Demand for storage eggs is limited and storage men are finding it a hard matter to market their packs. Any reasonable offer is being accepted in order to get them moving.

New laid eggs, per doz.	....	0 30
Selects	....	0 22
No. 1's	0 18	0 20

CHEESE.—There is better demand for export cheese this week and prices have stiffened somewhat. Local trading continues practically unchanged either in volume or prices. Receipts of cheese on the local market show an increase of 80 cases over last week and an increase of 124 over same week year ago.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

POULTRY.—Supply of poultry is somewhat limited and is not sufficient to fill demand with result that prices have stiffened quite a little during past week. There is an especially good demand for chickens which have jumped about two

cents per pound. Turkeys are also considerably stronger.

Poultry, Dressed—		
Turkeys, per lb.	....	0 24
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	0 15	0 16
Geese, per lb.	....	0 14

HONEY.—Demand for honey is quite limited at this writing owing to prevailing high prices which have curtailed consumption considerably. Demand comes principally from biscuit and confectionery manufacturers. Prices remain same as last week.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS. — Provision market continues firm with strong tendency towards an advance on account of ruling high prices of live hogs. Some firms have advanced prices on all hog products ½ cent above prices given below, but the general quotations continue unchanged from last week. All meats continue firm and are likely to advance again shortly. Lard too is on the upward trend. Demand for all lines is on the increase and whole market is in better shape than week ago.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	....	0 17½
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 21½
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 15½
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon, light	0 15	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14¾	0 15
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	....	9 00
Live hogs at country points	8 65	8 75
Dressed hogs	....	13 50

BUTTER.—Fresh made butter, both creamery and dairy of strictly No. 1 quality is scarce and hard to get. As result prices on best quality are advancing but owing to large quantities of old butter and second grade butter on market, it is difficult to quote any definite price. Fresh made of finest quality brings from 1 to 2 cents more per pound than old or inferior stocks. As yet there has been no shortage on market, but there is now a slight tendency in that direction.

	Per lb.	
Fresh creamery print	0 32	0 33
Creamery solids	0 28	0 30
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 22	0 23
Dairy solids	0 20	0 22

EGGS.—The egg market is again easier. Deliveries have been free, and almost enough to take care of requirements. More new laids are now coming in than at the end of March year ago. Thus with declining prices, consumption is increasing. Storage stocks are now getting pretty well cleaned up. Some are still held on contract and thus will be on market for some time yet.

Eggs—		
Strictly new laid, per doz.	0 26	0 27
Storage, per doz.	0 16	0 20
Pickled, per doz.	0 14	0 15

CHEESE.—For some time cheese has remained unchanged and inclined to be sluggish. This week, however, there have been some enquiries and sales over the cable. Thus prospects are that firmer prices may be realized shortly. Stocks are beginning to get cut into pretty well.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Market advancing with splendid demand for fresh killed buds which are sold as quickly as they come in. Dealers this year are working on storage stocks at least three weeks earlier than last year. Demand now is more particularly for smaller fresh killed birds. Stocks of storage are plentiful and market firm.

Spring chicks, milk fed, lb.	0 22	0 23
Spring chickens, dressed, lb.	0 17	0 18
Spring ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Market continues firm, but with no great demand. High prices are given as reason for curtailed consumption. Stocks are light and at an early date this week it was stated that there were no five pound pails on market. Honey in comb is scarce.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

How an Early Closing By-law is Drawn Up

Arnprior, Ont., Grocers Petitioned the Council to Have One Passed and Were Successful—Asked for Early Closing During First Three Months of the Year—Time Will be Six o'clock—The Penalty.

A few weeks ago The Grocer published in answer to an inquiry, the Ontario law regarding Early Closing. In Arnprior, Ont., the grocers have got the council to pass a by-law providing for early closing. The by-law which was printed in the Arnprior Press, to give it due publicity, will be of interest to all places contemplating a similar move and is published herewith:

BY-LAW NO. 512.

BEING A BY-LAW TO PROVIDE FOR THE EARLY CLOSING OF SHOPS FOR THE SALE OF GROCERIES BY RETAIL WITHIN THE MUNICIPALITY OF THE TOWN OF ARNPRIOR.

PASSED THE 14th DAY OF FEBRUARY. 1913.

WHEREAS by "The Ontario Shops Regulations Act" Revised Statutes of Ontario, 1897. Chapter 257, and amending Acts, it is among other things enacted that if any application is received by or presented to a local Council, praying for the passing of a by-law requiring the closing of any class or classes of shops situate within the municipality, and the Council is satisfied that such application is signed by not less than three-fourths in number of the occupiers of shops within the municipality and belonging to the class or each of the classes to which such application relates, the council shall, within one month after the receipt or presentation of such application, pass a by-law giving effect to the said application and requiring all shops within the Municipality, belonging to the class or classes specified in the application, to be closed during the period of the year, and at the times and hours mentioned in that behalf in the application.

AND WHEREAS an application has been presented to the Municipal Council of the Corporation of the Town of Arnprior by the occupiers of Shops for the sale of Groceries by Retail situate within the Municipality of the Town of Arnprior, praying for the passing of a by-law requiring all the Retail Grocery Shops in the Municipality of the Town of Arnprior to be closed and remain closed on each and every week day during the months of January, February and March in each year, with the exception of Saturday and the day immediately preceding a public holiday during the said months, from the hour of six o'clock in the afternoon of one day to the hour of six o'clock in the forenoon of the next day.

AND WHEREAS the Municipal Council of the Corporation of the Town of Arnprior aforesaid has considered the said application and is satisfied that it is signed by not less than three-fourths in number of the occupiers of shops for the sale of Groceries by Retail within the said municipality, to which class of shops the said application relates:

AND WHEREAS it is expedient to grant the prayer of the said application.

Therefore the Municipal Council of the Corporation of the Town of Arnprior enacts as follows:

1. That from and after the twenty-fourth day of February, 1913, all shops within the said Municipality of the Town of Arnprior for the sale of Groceries by Retail shall be closed and remain closed on each and every week day during the months of January, February and March in each year, with the exception of Saturday and the day immediately preceding a public holiday during the said months, from the hour of six o'clock in the afternoon of one day to the hour of six o'clock in the forenoon of the next day.

2. That this By-law shall take effect on the twenty-fourth day of February, 1913.

3. That any person or persons who shall be guilty of any infraction of or breach of this By-law shall, upon conviction thereof before the Police Magistrate, or any Justice or Justices of the Peace, having jurisdiction in the matter, forfeit and pay such a fine as the said Magistrate, Justice or Justices convicting shall inflict, of not less than one dollar nor more than fifty dollars, together with the costs of the prosecution, and in default of payment thereof, the same shall be collected by distress and sale of the goods and chattels of the offender, and in case of non-payment of the fine inflicted for any such breach and there being no distress out of which the same can be levied, such offender shall be imprisoned in the Common Gaol of the County of Renfrew, with or without hard labor, for any period not exceeding twenty-one days, unless such fine and costs, including the costs of the distress and of the committal and conveyance of the offender to the Gaol, are sooner paid.

(Sgd) JOHN BRENNAN,
Mayor.

(Sgd) TREVOR H. GROUT,
Clerk.

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S. For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each conpon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancake Flour per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.
Potato Flour (finest) in 10c cartons, per doz., 90c.
Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s. 6-lb. boxes, lb.	0 36
Nnt milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz....	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz....	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk....	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Mannfacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ...	4 50

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

MAKE

50-60%

PROFIT

ON YOUR CANDY SALES

By Stocking Diamond Brand Specialties

Maple Cream Hearts

A very popular confection with the bulk of the people. They are delicious, and sell at a popular price. A pail will cost you only $2.40 (18 lbs.), and will retail at 20c lb., which means a profit of 50% and a quick turnover.

Crystallized Maple Gems

are very much in demand—daintily flavored with real sap, they make a very toothsome confection. Packed in 18 lb. pail at $2.70. Retails at 25c pound—a good round profit.

Tear out this advertisement and instruct us to send a pail of each of the above lines, with samples of our other specialties.

Write to-day.

SUGARS AND CANNERS, LIMITED

MONTREAL

Notwithstanding reports which unscrupulous firms make to get business, we are still on the map, and doing treble the amount of business, which is a very good indication of the quality of our goods and service rendered.

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crusbed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3. $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices	Per doz.
MacLaren's Imperial—	
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.	
Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES.

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicholas, 50 qts.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs., 3-lb. bars, lb.	0 09
Case 25 lbs, 11-lb. bars, lb	0 08
Case 50 lbs. ¾-lb. bars, cs	3 75
"La Lune," 65 p.c. olive oil.	
Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 50 lbs. ¾-lb. bars, case	3 35

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett—	
Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25

Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI CY., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 06
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.
Richards Quick Naptha Soap.
GENUINE. Packed 100 bars to case.

FELS NAPTHA.

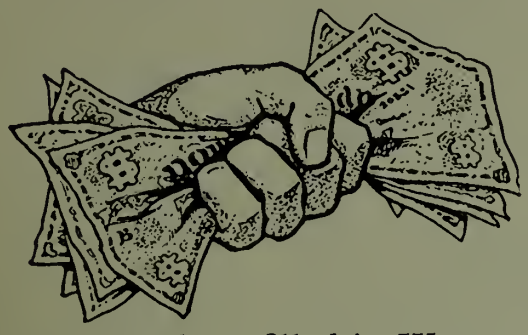
Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

THE WESTERNER'S DOLLARS ARE AS GOOD AS HIS WHEAT



Are you in touch with the facts regarding the immense amount of wealth that has been brought into Western Canada as the result of the enormous harvest? Are you going to leave the demand for your goods unfilled in Western Canada when you can place them on the market here so easily? We handle accounts in Western Canada for the Manufacturers of Europe, United States and Eastern Canada from our five large warehouses, and with a large staff on the road. We guarantee sales. Write to-day.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE - - WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY

Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at $1.00 the dozen.

Established 1854.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case...	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's.)	.07½

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per casé, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen $1 90
H. P. Pickles—
Cases of 2 doz. pints ... 3 35
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case $2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case $2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross $2 40
2a size, gross 2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ... 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s ..	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s.....	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at ..	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at...	.42	.60
Gold Label, retail at....	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Fish Orders for Lent

Fresh and Frozen Halibut,
Whitefish, Trout, Smelts,
Cod, Haddock
Bloaters, Kippers,
Shredded Cod,
Package Codfish

Also all the best lines prominent in the **Fruit Trade.**

Tomatoes, Pineapples, Bananas,
Oranges, Lemons, Celery,
All the early Vegetables, etc.

If you want the best **all the time, stay with us.**

WHITE & CO., LIMITED

Wholesale Fruit and Fish Dealers
TORONTO and HAMILTON

Nothing Better

To attract trade than a Good Fruit Display.

The essential thing is to have the **BEST** and to have them **FRESH.**

A Few Suggestions:

Pineapples, Strawberries, Tomatoes,
Cucumbers, Rhubarb, Lettuce,
Radish, Cauliflower, Celery, Parsley,
Oranges, Tangerines, Grape Fruit

All of the very Finest Quality Procurable.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

MR. MERCHANT:

HAVE YOU EVER STOPPED TO CONSIDER THAT *QUALITY* IN FOODS IS REMEMBERED AFTER PRICE IS FORGOTTEN.

If you have, you will understand why we put the purest and best materials into every one of

HEINZ 57 VARIETIES

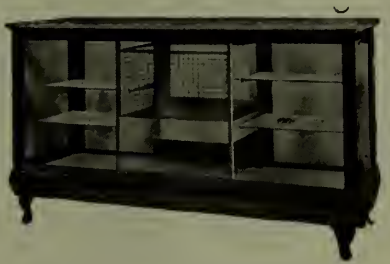
PURE FOOD PRODUCTS

regardless of price, and combine with it absolute cleanliness of preparation in our model, sanitary kitchens.

We are co-operating with you, Mr. Merchant, in holding the confidence of your customers, and thus assuring the permanency of their trade — for you and for us.

H. J. Heinz Company

DISPLAY PERISHABLE GOODS IN THE SANE WAY



Display them in our handsome

Silent Salesman Arctic Refrigerator

Keep them always fresh and clean and you will not only add to the appearance of your store, but will attract the better trade. We make refrigeration cases, etc. of all kinds.

Send for New Catalog.

JOHN HILLOCK & CO., Limited

TORONTO, ONTARIO

AGENT IN WEST:
J. UPRICHARD, - - - Regina, Sask.

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LEITCH ANCHOR BRAND OAK LAKE

EVERY POUND OF ANCHOR BRAND FLOUR
IS GUARANTEED TO AN OUNCE

and to-day we have completed extensive experiments covering the practical analysis of all popular flours in Canada, whereby our **new** product, **Anchor Brand Flour,** will be found to excel anything ever offered to the public to date. This new formula involves new expensive machinery, but such expense is nothing compared to our desire to make **the last word in flour,** alone incorporated in **Anchor Brand.**

Don't hesitate to try a car or two and make sure of **Quality** and **Uniformity** for all time.

Leitch Brothers' Flour Mills, Ltd.

OAK LAKE :': **MANITOBA, CANADA**

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut Cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalogue No. 41. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

GOLD $$$$

——genuine government minted gold dollars would be less tempting than "Soclean" to the good thirfty housewife, even if sold at the same price, if she knew the real value of this famous and original sweeping compound.

It gathers up all dust, destroys the germs contained therein and gives the home the pure clean atmosphere that makes life worth living.

Have you your stock, Mr. Grocer, to supply the Spring cleaning demand? Order now.

SOCLEAN LIMITED

"The Originators of Dustless Swepping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for OTTAWA: W. R. BARNARD & CO.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee---the Wholesale trade Supplied (and protected on price).

Walter Woods & Co.

HAMILTON and WINNIPEG

RICE'S SALT

THE TABLE SALT ABOVE THE AVERAGE

Your order to-day, for any amount, will be appreciated, for it is a certain forecast of your continued patronage. The Quality and Purity does it every time.

We ship promptly. Get our prices.

HE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

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TORONTO - - - CANADA

"BABBITT'S"

IS A

CONCENTRATED SOAP POWDER

OF WONDERFUL CLEANSING POWER

It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller — an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal.

B. T. BABBITT, INC.

NEW YORK

WORLD RENOWNED
C.F.St.&Co
BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardols).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

Do You Consider

the value of Fels-Naptha soap (red and green) cartons for quick, effective store display and no expense whatever? You simply put the cartons aside carefully as the soap is sold; there is no better store-show.

"See How Easy it is, Tilly?"

The new girl who has never made a Jell-O dessert needs only one lesson. After that she too is a firm friend of Jell-O, for dessert making has become one of her easy tasks.

JELL-O

is popular with women because it helps to make kitchen work comfortable and it satisfies the family appetite for something fine for dessert.

It is her pleasant experiences with Jell-O that send the housewife to the grocer's for more Jell-O. It is the housewives who move Jell-O off your shelves.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

ESTABLISHED 1849

BRADSTREET'S

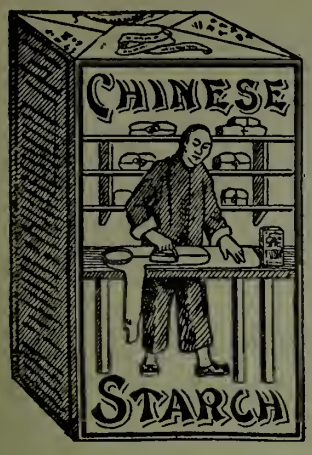
Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O t.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO



You Get More

That is always a strong selling point in favor of any article. First appearances are lasting and quantity appeals strongly to customers when comparing brands.

Chinese Starch

contains 16 ounces to the package, many others contain but 12.

The price is the same and the quality excels. Then why handle inferior lines?

Get Prices.

OCEAN MILLS, Montreal

O. Lefebvre, Prop.

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers' and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the minute details of Bag Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—the Best.

Ours are No Higher than Other Prices.

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA - ONTARIO

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S.

Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.50
Princess Condensed Milk, 4 dozen in case	$4.20
Banner Condensed Milk, 4 dozen in case	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. MALCOLM & SON

St. George Ontario

Parowax

(Pure, Refined Paraffine)

Parowax is needed by every woman

who wants her clothes to come out of the wash clean, white and in good condition.

Added to the soap in the boiler, it does away with all the destructive, tiring rubbing on the washboard.

The woman who has once tried Parowax refuses to be without it.

Parowax is also used for sealing jellies, preserves, etc.

Put up in pound and half-pound cartons—20, 40 and 100 cartons in a case.

THE IMPERIAL OIL COMPANY LIMITED
HEAT LIGHT POWER LUBRICATION

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers :-: MONTREAL

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

The Hall-Mark Of Sardine Superiority

By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

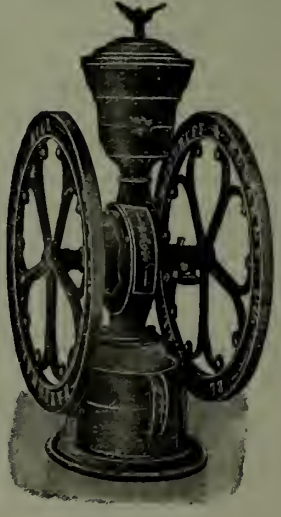
J.W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN, Ill., U.S.A.

Say This And Mean It

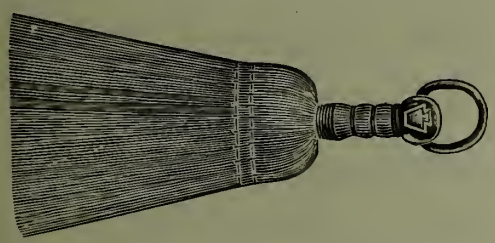
"Madam, this is the best table salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker and flavors food as it should be flavored.

WINDSOR TABLE SALT

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste."

The salt will prove you to be right.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR :-: ONTARIO



Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we specialize on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at extra special value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

BRUNSWICK BRAND FINNAN HADDIES

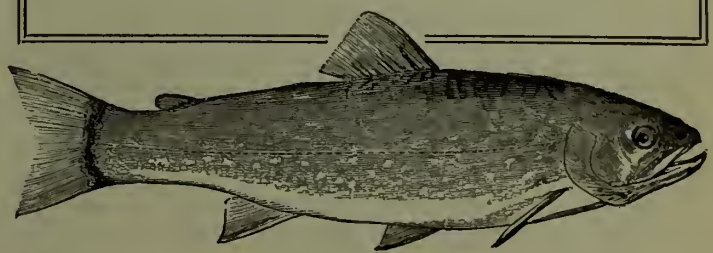
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros'. Brands you sell goods that are trade winners.

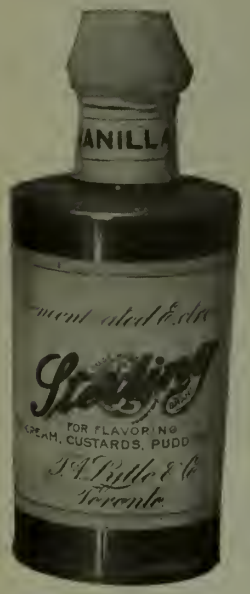
Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED
Black's Harbor, N.B.

AGENTS—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



Sterling Vanilla Gives Best Results



Sterling Brand Pure Vanilla is one of the leaders of the famous "STERLING" line, being produced from the choicest of vanilla beans.

Its splendid qualities may be tested in the results it gives in flavoring puddings, pies, cakes, sauces, etc. Every bottle is packed with the neatness and exacting cleanly process that characterizes all "STERLING" goods.

Sell one bottle to your particular customer; we are satisfied that it will bring repeat orders.

Send for prices, etc.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO

THE TASTY SAUCE

with that piquant and apetizing deliciousness that makes it so popular with all people wherever introduced—
Paterson's Worcestershire Sauce.

ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO
Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
Hamilton, Canada Buffalo, U.S.A.

CUTTING DOWN EXPENSES

Your patrons will welcome anything that will relieve them from some of the high cost of living. The prices of butter and lard are particularly high, and these commodities are used in baking and cooking to a great extent. Here is a lard that is very economical, pure and wholesome, being a vegetable product.

JEP
NUT-LARD
(Reg'd)
Free From Cotton Seed Oil
is a scientific preparation made from the oil of nuts. The product is a 100% pure fat, and is easily digested, and does the work better than animal fats and oils.

You cannot recommend "**NUT-LARD**" too strongly, both for efficiency of work in the kitchen, and for the reduction in cost of cooking.

Bakers, confectioners and biscuit manufacturers find it preferable to other fats. Every package is guaranteed for purity.

There are better profits for you. Write to-day to agent.

Manufactured by

ROCCA, TASSY & DeROUX
MARSEILLES

Dominion Agent:

J. Russell Murray - Montreal

FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

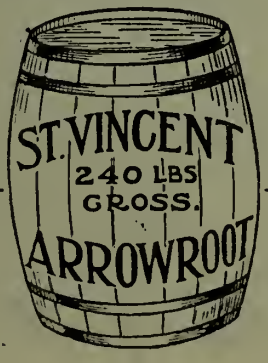
The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN



ST. VINCENT B.W.I.

FIRE

Our premises, unfortunately, suffered some damage through fire last Tuesday morning. The Directors of the Company, however, met immediately, and have taken all necessary steps for the continuation of the manufacture of all lines.

We respectfully ask the trade to be patient and hold their orders as usual for the popular

Hirondelle (Swallow) Macaroni, etc.

We assure them that no pains will be spared in getting ourselves in a position to fill all orders within a reasonable time.

C. H. CATELLI, LIMITED
MONTREAL

GET IT NOW

Paris Paté Sandwich

A remarkable seller at a remarkably reasonable price. Quality good enough for the richest folk, but price is low enough for the poorer.

Paris Paté Sandwich

6 tins, freight prepaid, for 50 cents as a trial offer to retailers.

Paris Paté Sandwich
is made from the purest of beef and choicest spices. Cooked by experts only. Every tin positively guaranteed.

WE WANT MORE AGENTS

Société Francaise de Spécialites Alimentaires
MONTREAL

You Will Catch

the trade of the men match-users also that of the household if you supply your patrons with the

DOMINION SILENT MATCH

——this match does not sputter or spark and is a sure lighter. The stems are made of best selected wood and do not break by the mere touch.

Dominion Match Co., Limited
Deseronto, Ontario

REPRESENTATIVES

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

MISCELLANEOUS

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigrapb Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

BECAUSE THE REMINGTON TYPEWRITER Company's Employment Department has earned the reputation among stenographers of filling the most desirable office positions, the result is that we place the most desirable class of office help. May we fill your stenographic vacancy? No fees. 144 Bay Street, Toronto.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

BUSINESS CHANCES

FIRST-CLASS GROCERY BUSINESS IN Toronto. One of the most up-to-date stores, good, clean stock and everything in first-class shape, doing a first-class business. Owner wishing to retire from business the only reason for selling. Apply Box 464, Canadian Grocer, Toronto.

FOR SALE BY TENDER FIRST-CLASS Grocery Business of the late W. H. Fielding, corner of Woolwich St. and London Road, Guelph, Ontario. Stock at invoice price with premium for Good-Will. Horses Rigs and Fixtures at valuation; present lease three years to run. This one of the largest and most profitable Grocery businesses in the City of Guelph and is a snap for a good, live, energetic man. The highest or any tender not necessarily accepted. Terms, cash. For further particulars apply to J. L. Fielding, Guelph. Tenders to be addressed to J. L. Fielding, Guelph, not later than the first of March, 1913.

REPRESENTATIVES WANTED

THE MAKERS OF A WELL-KNOWN LINE of grocers' specialties want to arrange for Toronto representation with some firm already calling regularly on the retail trade. Liberal commission. Box 487, Canadian Grocer, Toronto.

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SITUATIONS WANTED

GROCERY CLERK, 12 YEARS' EXPERIence, desires position as traveller or position in retail store. Good references. Apply Box 466, Canadian Grocer, Toronto.

MISCELLANEOUS

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Your Customers will Like—

MAPLEINE

Recommend it to them with a money back guarantee for a "Flavor" that is dainty and different,—
Or to make table syrup by adding to white sugar and water.

Order from your jobber or
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

A SAFETY-CHECK ON THE CREDIT CUSTOMER

There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a **Safety - Check,** and the one perfect Safety-Check is found in

ALLISON Coupon Books

Here's How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass hooks, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

The

CONDENSED AD.

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WILL INTEREST YOU

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

VOL-PEEK
Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.
DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Branlford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"
PUT UP IN BULK ONLY
It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

TWO CENTS PER WORD
You can talk across the continent for two cents per word with a WANT AD. in this paper

DO YOU BUY? SELL?
Maple Sugar
SEASON APPROACHING!
Write Us
Woodman & McKee, Coaticook, Que.

Stronger Than The Government Standard

The Dominion Government's new Pure Food Law is now being enforced. Lemon and Vanilla Extracts that fall below the Government Standard for purity will henceforth have to be labeled "Compound." There will be no change on the label of

Shirriff's

True Vanilla

as this old reliable extract is stronger than the Government's Standard. It is absolutely pure, as are all other Shirriff's goods. Grocers are absolutely safe in ordering these famous extracts. And they can recommend them to their customers without hesitation, knowing that the purity and quality of Shirriff's Extracts is beyond question.

Look up your stock of Shirriff's Extracts. Very likely you are nearly out of some lines.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

TEA BARGAINS

Every line undermentioned is of the highest quality. Our word is sufficient guarantee, you know that.

JAPAN TEA.

From 18 to 50c, in 5, 30, 40, 80 and 90-lb. boxes.

Fannings and Siftings, from 10 to 15c, in 70 and 80-lb. boxes.

CEYLON and INDIAN Black Teas.

From 23 to 42c, in 50 and 90-lb. boxes, and 5, 30 and 50-lb. sealed tins.

CEYLON GREEN.

From 15 to 25c, in 80-lb. boxes.

CHINA TEAS.
IMPERIAL, PEA LEAF, PIN HEAD

From 15 to 18c, in 30 and 45-lb. boxes.

Be Sure You Get

Victoria and Princess Louise Japan Teas

Packed in 5, 30, 80 and 90 lb. boxes

None Better

Always in stock:

Package teas: Salada, Lipton, Tamilkande Brands.

Ask for "SOLEIL" Petits Pois and "F. LECOURT" Mushrooms.

Write, Phone, Wire

LAPORTE, MARTIN & CIE, LIMITEE

Tel. Main 3766 **568 St. Paul St., MONTREAL**

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Canuck
ROLLED OATS

"CANUCK" for young Canada and "old" too

Everybody, young and old, will soon learn of the merits of "Canuck" Rolled Oats—"the Nation Builder"—the oats that have sprung quickly into popularity through their superior quality and our extensive consumer advertising.

Are you taking advantage of this popnlarity to make money?

Write for our attractive proposition.

Two sizes, retailing at 10c and 25c.

May be obtained from:

J. H. E. Davis, The Chisholm Milling Co., Limited, 109 Youville Square, Montreal, Que.
Fenwick, Hendry & Co., Kingston.
D. Stewart Robertson & Sons, Ottawa.
King & Booth, Hamilton.

Any Wholesale Grocer, or

The Chisholm Milling Company, Limited
Toronto, Ont.

Telfer's Reception Wafers

Telfer's Oatmeal Crackers

-the biscuits people like

These biscuits must be increasing in popularity from the steady increase in our sales, which is indeed phenomenal. Telfer's Graham Wafers are the kind people like because they are ever crisp and delicious.

They appeal to all classes of trade and satisfy the experienced buyer as well as the uninitiated, merely because they know what they like without knowing why.

Send for rush order and try out our lines.

TELFER BROS., Limited

COLLINGWOOD - - ONTARIO

BRANCHES:

TORONTO BRANTFORD HAMILTON WINNIPEG
FORT WILLIAM EDMONTON

Telfer's Vanilla Wafers

Telfer's Cheese Wafers

The Motor Car *vs.* The Horse

The Motor delivery car will make three distance trips to a horse's one.
Long trips can be made with an auto car, it never tires—a horse must stop to rest.
Deliveries are quick and prompt—a horse cannot be chased continually.
The auto car needs no food when not in use—a horse must be fed continually.
The heat of a summer will not affect a motor car—a horse fatigues very quickly in the heat.

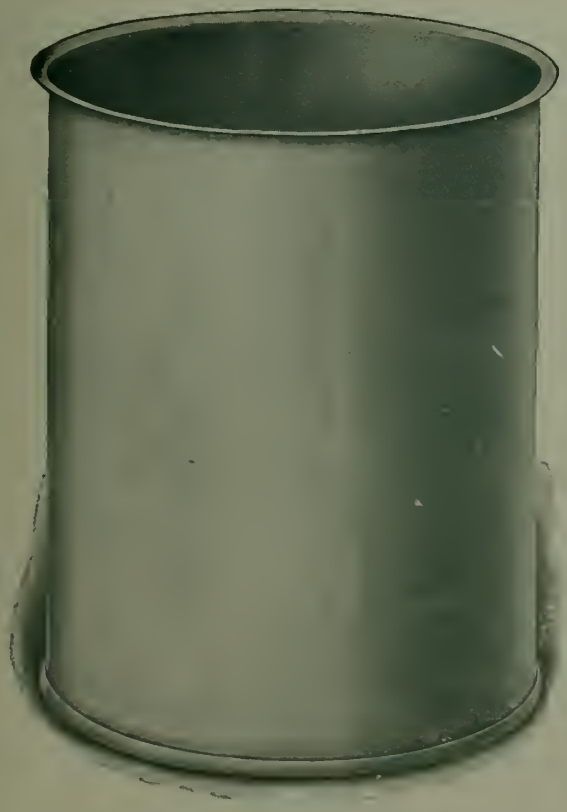
Prompt and efficient service given by a Menard Commercial Car increases trade and builds up business.

The Menard Commercial Car

The MENARD COMMERCIAL CAR is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables the dealer to give a much better service.

Write for information to-day.
It costs nothing.

Menard Commercial Motor Car Company
WINDSOR, - ONTARIO



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

TWENTY-SEVEN
GOLD MEDALS

BY APPOINTMENT

AND FIRST CLASS
DIPLOMAS

CHIVERS & SONS, LTD.

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911)
—International Exhibitions—

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

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57 Water Street,
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

THIS IS THE 1,318th ISSUE OF

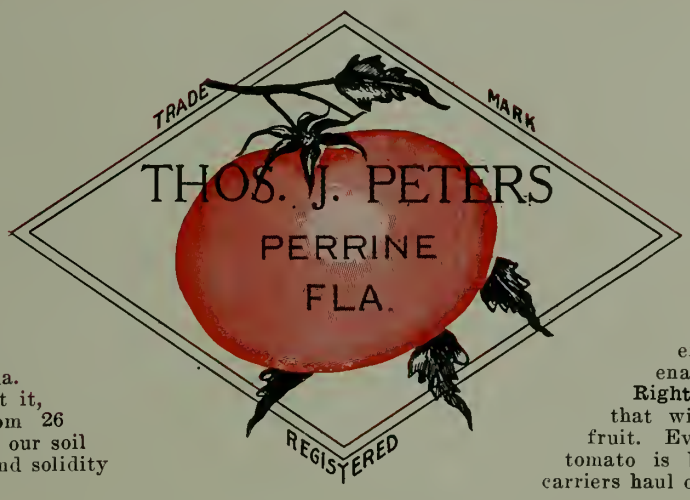
CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MARCH 14, 1913 No. 11

THOS. J. PETERS

Fresh Florida



Ripe Tomatoes

Grown Right

Our seed is specially selected by the Best Seedsmen in the world. We pay more for it then does any other grower in Florida. Our Fertilizer is made as we want it, out of the ingredients that from 26 **years'** experience we have learned, our soil requires to give keeping quality and solidity of Fruit.

Picked Right

Constant watching the maturing of the fruit by thoroughly experienced picking and field men enables us to gather them at the **Right time.** Every vine is so trained that winds do not mark and scar the fruit. Every Tomato can be seen. Every tomato is bleached in the shade. Spring carriers haul our fruit to the packing house.

Packed Right

All packing and packing house work is looked after by our men whom we keep in our employ the year round. Thus ensuring efficient service. All tomatoes are carefully handled and when packed for shipment we carefully stack them on their sides to prevent bruising on the top. All cars are strapped to protect the top layers.

" THOS. J. PETERS BRAND "

is worth more—is cheaper than any other pack at any price because they are the Best Tomatoes grown in Florida—put up the **Very Best Way.**

Handle only "Thos. J. Peters" pack of Ripe, Fresh Florida Tomatoes—Packed in 6 Basket Crates.

ORDER FROM :—

Hart & Tuckwell,	Montreal.
C. E. Plain, Ltd.	Ottawa.
Ryerson Bros., Ltd.	Brantford, Ont.
Chas. S. Simpson,	Toronto.
H. Walker & Son,	Guelph.
White & Co., Ltd.,	Hamilton.
White & Co., Ltd.,	Toronto.

One Straight Grade and Pack Throughout the Season

W. B. STRINGER

Car Lot Distributor

TORONTO

There's only one RIGHT way for a grocer to handle oil, and that is with a

BOWSER
SAFE SELF-MEASURING OIL TANK

The BOWSER way is right because it is CLEAN and PROFITABLE. The old oil tank splashes oil on customers, and you lose their trade; it lets oil drip away, and you lose your profits. You get oil on your hands from the measure and funnel, and it taints sensitive foods. The BOWSER gauge does away with measure and funnel, but shows you just how much to charge for when filling odd measures. It shows how much oil is left in your tank. The BOWSER automatic stop prevents dripping. Write for our FREE catalogue and learn the advantages of the BOWSER outfit. Don't delay, because you lose money every day you are without it.

S. F. Bowser & Co., Inc., 72-73 FRASER AVENUE, **Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline aud oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.
FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.
FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

"BRITISH MADE"

COX'S GELATINE

the standard the world over

With the advent of spring, and incidentally, the shortage of preserved fruits, the good housewife will be grateful to you if you will suggest something delicious and appetizing to take their place until the fresh fruits come in again. Tell her about the toothsome delicacies she can prepare by using Cox's Gelatine in combination with oranges, bananas, pineapples, richly preserved figs, and various other imported fruits. You can help her out and make a profit at the same time. Try it.

COX'S

The Standard Gelatine For Over Seventy Years

Arthur P. Tippet & Company

SOLE AGENTS

Montreal and Toronto

COX'S

Makes Jelly--- Delicious with Fresh Fruits

The Big Annual Spring Sales Number

OF THE

CANADIAN GROCER

is beginning to take shape. For months our editors have been on the still hunt for the right sort of material.

Actual instances of Creative Salesmanship,
Interesting Old Customers in New Goods,
Attracting the Public through the Window,
How some of the best Salesmen among the Retail Grocers secure their results.

Each year we have raised the standard of these articles. Each year we have received more congratulations from our readers. Each year our annual Spring Sales Number has become

MORE PRACTICAL
MORE LOOKED-FORWARD-TO
MORE APPRECIATED

by the retail grocers and their clerks throughout Canada.

April 18th---Date of Publication this Year---April 18th

Every Manufacturer should have his announcement in this issue.

Every retailer will be expecting it.

Here is your opportunity to speed up your Spring trade, by enthusing the retail grocers and their clerks, priming them with your selling points, and getting most results from your whole sales organization by securing the hearty co-operation of the man behind the counter.

Use a Double Page Spread

Show you have confidence in your goods and you will put confidence in the retailer who is recommending your goods to the customer.

Our advt. writing department will gladly assist in preparing copy for this issue. Drop us a line and we shall have a representative call with further particulars.

Canadian Grocer

Montreal **Toronto** **Winnipeg**

Publication Office: 143-149 University Avenue TORONTO

No Doubt Can Remain

in the mind of any dealer, as to the quality and exceeding popularity of BORDEN'S Milk Products; the present demand is greatly exceeding the supply.

People everywhere appreciate the purity and high quality of Borden's Milk Products, and dealers the country over are kept hustling to supply the needs of the family table.

BORDEN'S

record and success extends for over a period of 56 years, having received highest awards wherever exhibited.

Eagle Brand Condensed Milk (the original); St. Charles, Peerless and Jersey Brands Evaporated Milk; and Reindeer Brand Coffee and Cocoa (all ready for use).

Make Borden's your leader.

BORDEN MILK COMPANY, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

GAZELLE

Thousands of the Best Dealers, in Fact

ALL THE GOOD MERCHANTS

Will Handle no other Brand

The Foremost

Brand of Canned Goods in Canada and elsewhere.

HUDON, HEBERT & CO., Ltd.

Wholesale Grocers and Wine Merchants
(Established A.D. 1839)

The Most Liberally Managed Firm in Canada

AS WHOLESOME AS THEY ARE DELICIOUS

You cannot find a staple stock that is more attractive and meets the requirements of your customers more satisfactorily than

"Simcoe" Brand Baked Beans

The cooking methods are much superior to those of the home cook, and the materials used in Simcoe Brand Baked Beans are the best to be had on the market.
It's Gilt Edged Stock for high grade grocers. The profits will meet your expectations and surpass them.

Get a stock now.

DOMINION CANNERS, LIMITED

HAMILTON - - - CANADA

WHITE SWAN

Powdered, Perfumed

LYE

100% Pure Lye in the Handy Sifter-top Can

Do your customers ever complain of the inconvenience of the old time lye can? White Swan Lye, besides being 100% pure, powdered and perfumed, is contained in a very convenient rotating sifter top can, which overcomes the necessity of keeping a second cover on the can to prevent slacking. The sifter top is an economizer.

Show White Swan Lye to your customers. They will appreciate the sifter top fixture, as well as the excellent quality of the lye itself.

You can safely recommend it

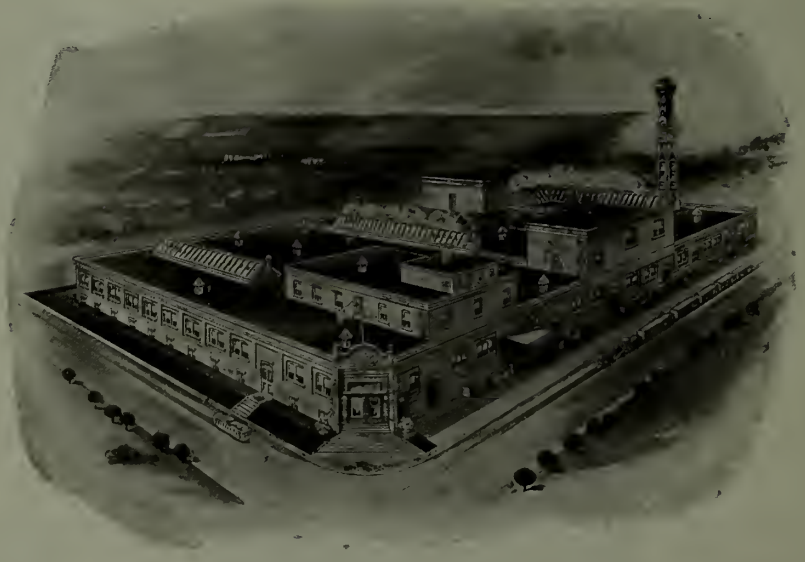
WHITE SWAN SPICES & CEREALS, LTD.
TORONTO

PURE AS GOLD

HEALTHFUL AS SUNLIGHT CHEAPER THAN BUTTER

EAT AT BREAKFAST

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.



PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's Seville Orange Marmalade

CLARK'S PORK and BEANS

Are indisputably the best sellers on the market.

CLARK'S ADVERTISING IS BOTH EXTENSIVE AND EFFECTIVE and is backed up by the very HIGHEST QUALITY Canned Foods on sale anywhere.

The DEMAND for CLARK'S Pork and Beans is UNIVERSAL, and exceeds many times over the demand for any other brand.

Clark's Pork and Beans are essential to you.

W. CLARK, MONTREAL

Try Chateau Brand Concentrated Soups. **Every Variety.**

The Money Combination

Get your hand on a few extra dollars by handling our fish leaders. The high cost of meat and other foodstuffs makes your chance of working up a big fish trade even rosier.

Canada Brand Pure Boneless Codfish

We can supply

Boneless Fish — In Tablets, Whole Strips, Blocks, Bulk and Boxes.

Skinless Fish — Eastern Hundreds, 100 lb. Boxes
Eastern Fifties, - 50 lb. Boxes

Ask your Wholesaler also for

HADDIES, KIPPERS, BLOATERS—OCEAN BRAND. FILLETS—BOUTILIER'S

NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

FRIEND GROCER:—

We take much pleasure in informing you that we had an enormous increase in our business year ending 1912.

If the chests were put in a line, think the increase would reach from here to Halifax!

Are ***you*** getting your share of this tremendous business? Remember

MELAGAMA
TEA and COFFEE

sale is guaranteed or money refunded, we also pay freights. You just order a case of each to-day by phone, wire or mail at our expense and share in our profits and see how ***your Tea and Coffee trade will increase.***

MINTO BROS. 45 Front St. E. TORONTO

? ? ? ? ? ? ? ? ?

Your Collection Problems

There is no merchant in Canada who has not got his collection problems.

Under this head we include bad accounts, accounts hard to collect, accounts that can't be collected, slow pay propositions, and we can go even further and say the nuisance and hard work of sending out statements once a month; and further yet, the clumsy and out-of-date system of keeping books by the old day-book, journal and ledger system.

If you want a practical answer to these problems, an answer that will banish them and reduce your outstanding accounts to a minimum, we will answer it, for these problems

Are Answered

by the Barr Register System.

The Barr Register does at least 16 things immediately to save money in your store. We want a chance to tell you about these 16 things. Will you give it to us? Use the coupon.

When you use a Barr Register in your store, three things are accomplished every time a purchase is made. First, your customer gets a bill of current purchase. Second, your customer gets a statement of the account to date. Third, your accounts are posted down to the minute and your bookkeeping done without another penstroke.

We know a merchant who reduced his outstanding accounts by $2,500 by the installation of a Barr Register. Do you want your collection problems answered in this manner? Then use the coupon.

All we ask is a chance to prove these statements. We don't want you to take our word for it. We want to prove it. Surely if we can prove that the Barr Register can increase your profits, do away with clumsy systems of bookkeeping and the rendering of monthly statements—secure a greater confidence from your customers, actually increase your trade—and make your profits bigger—in short, save you money in many ways, then it certainly is only justice to yourself to give us a chance to prove it.

Use This Coupon NOW!

BARR REGISTERS LIMITED,
Trenton, Ont.

Gentlemen:

We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.

Name .....

Street and No. .....

City .....Province.....

Barr Registers Limited

TRENTON, ONT.

OLD MILL CANNED ... GOODS ...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES -	2's H. S.
RASPBERRIES -	2's H. S.
RED PITTED CHERRIES	2's H. S.
YELLOW PEACHES	2's H. S.
GALLON and No. 3 PIE PEACHES	
GOLDEN WAX BEANS	2's
REFUGEE BEANS	2's
GALLON APPLES	
GALLON RHUBARB	
TOMATOES -	3's
PUMPKIN -	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

THE
W. H. Merriman & Co.
WHOLESALE GROCERS and CANNERS
St. Catharines, :-: Ont.

Why Not Make Your Profit Full?

You are losing part of your profits every day selling cheese by guess work.

Remedy the trouble at once and sell your cheese at a profit—install a

PERFECTION CHEESE CUTTER

This fixture pays for itself in a remarkably short time, after which cheese profits keep rolling in at every sale.

Have no hesitation—WRITE TO-DAY.

We Ship on Receipt of Order.

The American Computing Co. of Canada

Hamilton, - - - Canada

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
HOW TO ESTABLISH A TEA TRADE
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

CAIRNS'
"THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS"
BY APPOINTMENT TO HIS MAJESTY KING GEORGE V
HIS MAJESTY THE KING OF SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
AND FOR 22 YEARS TO HER LATE MAJESTY QUEEN VICTORIA
CANADIAN AGENTS, SNOWDON & EBBITT, MONTREAL: McLEOD & CLARKSON, VANCOUVER.
MARMALADE
PAISLEY · SCOTLAND

Litster Goods

are made good enough to guarantee They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited
TORONTO

Great!!
"I wish Mother had given me four OXO Cube Sandwiches, for lunch, instead of only two."
OXO CUBES make delicious sandwiches—wonderfully nourishing—easily digested.
4 Cubes—10c.
OXO CUBES
150

A direct appeal to Mothers.

OXO CUBE advertising is as democratic as the uses of OXO CUBES are national.

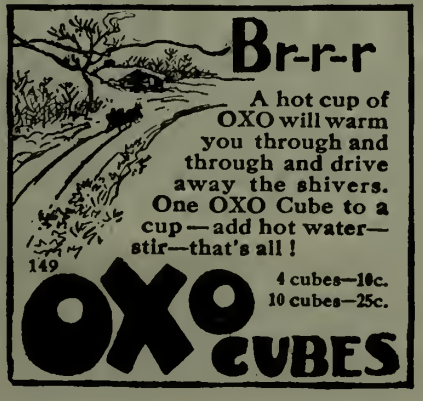
It reaches all classes — particularly those who deal at your store.

OXO CUBES
For Soups and Gravies Oxo Cubes are splendid—so quick—so convenient—so good. None of the bother and delay of stewing meat. Simply drop some Cubes into a saucepan of stock, and serve.
151
4 cubes-10c. 10 Cubes-25c.

Showing home uses.

OXO CUBE advertising is as steady as a mountain. Year in and year out, it appears in newspapers and magazines, helping the dealer to sell more Cubes.

CORNEILLE DAVID & CO.


Br-r-r
A hot cup of OXO will warm you through and through and drive away the shivers. One OXO Cube to a cup—add hot water—stir—that's all!
149
4 cubes—10c.
10 cubes—25c.
OXO CUBES

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS

Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Don't make out your sales-slips "Fluid Beef," just write "Bovril," for your customers all know it to be the finest beef extract in the world.

Good Profit and no loss from spoilage.

BOVRIL LIMITED, - MONTREAL

agrees with every palate.

THERE IS NO FEAR OF DISAPPOINTING A CUSTOMER IF YOU RECOMMEND.

PINK'S MARMALADE

NO OTHER MARMALADE POSSESSES SUCH A DELIGHTFULLY FRESH ORANGE FLAVOR.

WRITE NOW FOR PRICES TO OUR REPRESENTATIVES,
Messrs. EMERSON, BAMFORD CO.,
VANCOUVER, B.C.,

OR DIRECT TO

E. & T. PINK LTD.

LONDON---ENGLAND

PEEK, FREAN'S SHORTCAKE

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
	Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we **are going** to do, but on what we **have done.**

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

Quality is the Keynote of Success

BANNER BRAND

is the name that stands for superb quality and big quantity in Jams and Jellies.

Only pure fruits and highest quality granulated sugar are used in their manufacture.

Perfect cleanliness prevails throughout the factory ensuring a product wholesome and delicious.

Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
291 ARTHUR STREET TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

"As handy as a Renfrew Scale"

is hundreds of Canadian Grocers' simile defining handiness. This handy, two wheel, truck scale is a great labor, time and money saver. Goods are Weighed as they are delivered to your door—trucked into their place without removing. Strong, accurate, practical. Write for full description and prices to-day.

RENFREW SCALE COMPANY, Renfrew, Ontario

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS
SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

If wanting car

Corn, Peas or Evaporated Apples

write us

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write

NORMAN D. McPHIE

Grocery Broker

HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

WOOLLARD & STARRATT
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN
Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton
Western Agents for
WM. CANE & SONS CO.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

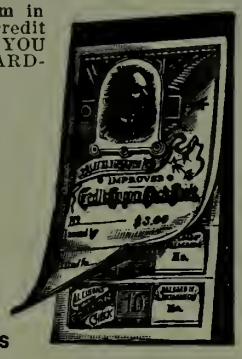
QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

IIA SAFETY-CHECK ON THE CREDIT CUSTOMER

There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a Safety-Check, and the one perfect Safety-Check is found in



ALLISON
Coupon Books

Here's How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the hook, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the hook is used up. Then he pays the $10 and gets another hook. No pass hooks, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by
Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

W. P. Downey
MONTREAL

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache.
If you are feverish.
If you do not sleep well.
If you are nervous.
If you have LaGrippe.
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

BUYING AGENTS WANTED
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD
1090 Hamilton St., VANCOUVER, B.C.

A want ad. in this paper will bring replies from all parts of Canada.

Tartan BRAND
THE SIGN OF PURITY

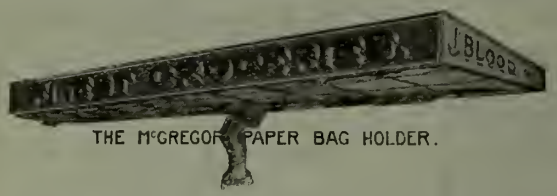
OUR ANNUAL TEA SALE

Great values secured before advance in market.
Ask for samples if our travellers don't see you.
Bargains after stock taking in all lines. Our men have the lists. It will pay you to look them over.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale Manufacturing Grocers **HAMILTON**



THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada: KILGOUR BROS. 21-3 Wellington St. W., Toronto
O. P. McGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN . . N. B.

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.

WARNING!

CRESCENT BM&Co TRADE MARK BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

St. Lawrence

Golden Yellows

The original golden yellow sugar.

The favorite cooking and baking sugar of the Baker and the Housekeeper.

MOLASSES

Extra Fancy Barbados

"DaCosta" Brand

The standard of quality. Ask your wholesaler for it and take no other.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

STOVE POLISH

The best stove polish you can buy or sell is the old reliable

James Dome Black Lead

The most satisfactory and economical Polish on the market to-day

Sells well Pays a Good Profit

W. G. A. LAMBE & CO., Canadian Agents

Japan Teas

We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COLD WEATHER

More fires at this season than any other

You protect your stock by taking out insurance. Are your books, contracts, sufficiently protected? If not, write us, and we will quote attractive prices on safes, vaults, etc. Easy Terms.

Canadian Scale & Fixture Company

SHERBROOKE, - - - QUEBEC

The PANSY—

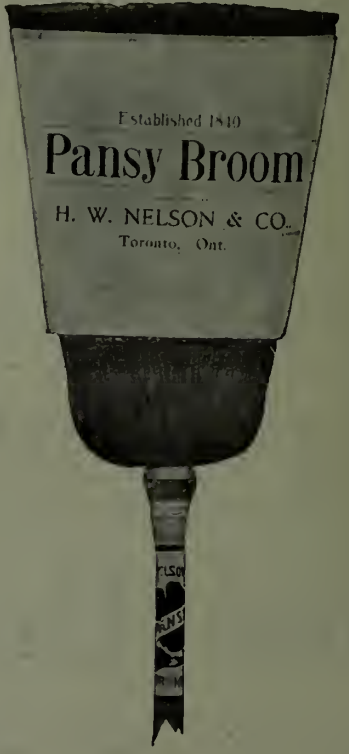
The Zenith of Broom Quality

This is the best good broom. Made of selected parlor stock. Highest grade of workmanship.

Our long experience shows, in no uncertain way, in the quality of material and workmanship of these brooms, making them the best values to-day on the Canadian market. Place your spring order now. Write for prices.

H. W. Nelson & Co., Limited

TORONTO, ONTARIO



HARD FACTS

Getting down to hard facts, does it make any difference to **your** business whether you sell **good** tea or another **kind**?

Then if it makes a whole lot of difference, what have you done to **find out for yourself** which is the best tea on the market?

Time and again we have paid the price for this space to tell you about Red Rose Tea, and you yourself have seen Red Rose race forward to a leading place in the package tea business.

But the only way you can **prove its quality to yourself** is to try Red Rose in your home. Many grocers have done this and are recommending Red Rose as the best quality in tea at the price in every grade. That is why their sales increase so rapidly.

Red Rose Tea

Head Office : ST. JOHN, N.B.
Western Branches:
Winnipeg, 156 Lombard St.
Calgary, 322-326 Ninth Ave. W.

"is good tea"

T. H. Estabrooks Co., Ltd.
7 Front St. East, TORONTO

SOONER

The sooner you stock "Hirondelle Brand" Pastes the sooner you will gain the patronage of customers who know and appreciate high quality pastes.

OR LATER

By putting off to a later day you lose these extra profits and miss the good-will of your patrons.

YOU WILL SELL

When once you get these lines going sales and profits increase rapidly.

"HIRONDELLE BRAND"

(SWALLOW BRAND)

Macaroni, Vermicelli, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, etc.

The damage done to our premises by the recent fire is inconveniencing us somewhat but every effort is being made to fill orders with all possible dispatch

The C. H. CATELLI COMPANY
LIMITED
Montreal, - Canada

Spring and Sap

come hand in hand and every dealer should get ready with a large stock of Maple Syrup and Maple Sugar.

"PRIDE OF CANADA"

Maple Syrup and Maple Sugar
(Absolutely pure)

is purity to the fullest—every test proves its superiority and deliciousness.
If you handle the Pure product you will not disappoint. The profits are good.
You will gain nothing by waiting. Get your order in now and insure delivery.

Maple Tree Producers' Assoc.
LIMITED
Montreal

MR. JAMES METHVEN
Managing Director of —

James Methven, Son & Co.,
LIMITED
2, Talbot Court, Eastcheap
LONDON, ENGLAND

15, Victoria Street
LIVERPOOL, ENGLAND

59, Oswald Street
GLASGOW

purposes visiting Canada about the middle of March, with the intention of developing his firm's business in that country, in their standard lines, which include CANDIED AND CUT PEELS, GLACE CHERRIES, FRENCH CRYSTALLIZED FRUITS, Special lines in BRITISH AND CONTINENTAL CONFECTIONERY, JAPANESE MARROWFAT PEAS, etc., etc. He also intends introducing the undernoted firms' goods, for which his house controls the Agencies for Canada and the United States.

LINDSAY & LOW, Ltd., DUNDEE.
Jams, Marmalade and Confectionery.
(Excepting British Columbia.)

EDWARD SHARP & CO., Maidstone, ENG.
Sharp's "Kreemy" Toffee.

BRANSON & CO., Ltd., LONDON.
"Spade" Coffee (Excepting Ontario)

GEO. KEMP, Ltd., LONDON
Biscuits, Cakes, Etc.

MR. KARL FAZER, Helsingfors, FINLAND
Imitation Fruit Sweets.

Mr. Methven can be addressed c|o The American Express Co., at the following points: TORONTO, WINNIPEG, MONTREAL, CALGARY.

100% PURE

Is the Verdict of the Government Analyst

when E.D.S. Pure Fruit products are analyzed. See Government Bulletin No. 244 just issued and you will find that E.D.S. Products are stamped "GENUINE."

Could any dealer or customer want a stronger proof for quality and purity?

Get a stock now—our extensive consumer advertising campaign will aid you in introducing the goods.

Made only by

E. D. SMITH

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Famous for Quality

"SALADA"

is tea in all its native purity and garden freshness. For twenty-one years its high standard of quality has been consistently, unswervingly maintained.

A tea that does credit to your recommendation.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST
Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL **30 Church Street, TORONTO**

AGENTS FOR THE DOMINION OF CANADA

Crown Brand Corn Syrup

is the syrup that fills the want of Canadian households for table and cooking purposes.

Crown Brand Corn Syrup is most delicious with hot griddle cakes, tea biscuits, muffins, etc. Your customers will clamor for it when once you get them started using this delicacy. Try a small order—the profit is good.

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont

Misrepresentations Against Retail Grocers

Consumers' Association of Windsor, Ont., Claim That it Costs Dealers 35 Per Cent. To Do Business, and That They Double Their Money on Every Article Sold—Prejudices of Public Further Worked on By Statement That Merchants Take Trips to the Seashore and Wear Diamonds—Their System of Doing Business Explained.

Periodically more or less misinformed people get the idea that the retail merchant is charging excessive prices for his goods, so they attempt to devise some means or other to work on the prejudices of the consuming public to try to change the established system of distribution. These may work all right for a time, but eventually the majority go to the wall, and in the meantime the legitimate retailer must suffer.

In Windsor, Ont., there is a firm known as The Consumers' Association—note the high-sounding name—selling groceries and other goods, the majority being apparently at cut-rate prices, to those of the consuming public who obtain certificates for $2 entitling them to become customers. The usual method of procedure is to appoint local agents, who are to canvas for members at $2 each, and retain 50 per cent. of this for their services. Agents are secured through small advertisements in papers all over the country.

Must Have Certificates.

Agents are notified that this association sells to members only, and that anyone who does not hold a certificate cannot get the goods. They are requested to sell these certificates wherever they can—to dealers, boarding houses, restaurants, private families and anybody else who will pay the fee. It will be noted from this that The Consumers' Association will sell to the retail dealer and to as many of his customers as the agent can sell certificates. A very peculiar offer that, and one that will not appeal to many retailers! Its unfairness bespeaks a rather low sense of business integrity.

Instructions to Agents.

Other statements made to agents are that "we make no extravagant claims, nor do we make any promises that we cannot fulfil." . . . "Our money back guarantee makes it perfectly safe for anyone to trade with us; if they are not satisfied we will cheerfully refund all money sent us." . . . "We do not limit our members to certain lots or assortments, as we also allow them to select as large or as small an order desired from the open lists which appear in the catalogue that we supply to members only." ——— "You (agents) are not to take orders for goods as your duties are to secure members only." ——— "You may be asked

A MUCH TALKED OF CONCERN.

Since The Grocer published the article two weeks ago on the Windsor firm doing business only with customers purchasing their certificates, there has been a great deal of talk regarding it. Several letters have been received, giving and asking for further information. The Grocer secured one of their catalogues and other literature and herewith will be found some of the methods and misrepresentations The Consumers' Association have in use to get business from the consuming public. Any further information known to readers will be appreciated.

how we can sell at such astonishing low prices, this we are enabled to do from the fact that with customers all over the Dominion, no travelling salesmen to pay, no losses from bad debts, paying cash for every article we buy. All of these advantages give us a purchasing power that few firms possess." ——— "Every member's fee helps to maintain the association and we are not compelled to ask high profits on the goods we supply."

Some Real News for Retailers.

In attempting to demonstrate that the retail merchant charges excessive prices and make enormous profits on his goods, the following enlightening information in included in one piece of literature the Consumers' Association is sending out:—

"We can give you another illustration showing that you are paying anywhere from 40 per cent. to 75 per cent. or 100 per cent. more on any merchandise you need. Take for example the average merchant who carries a stock valued at $10,000. His average monthly expense is as follows:—

Rent	$50 00
Light and Insurance	15 00
Clerk Hire	100 00
Loss or Depreciation of Stock (in figure very low)	50 00
General losses in bad acc'ts	50.00
Advertising	50 00
Living Expenses	50 00
Total expenses for month	$365 00

"The average sales of the store will amount to about $1000 a month. This means a total expense of fully 35 cents on eash $1 worth of goods sold and still you see the merchant and his family take trips to the seashore, ride round in automobiles, and wear diamonds on the profits. You can readily see that they could not afford these luxuries if they did not double their money on every article they sell."

Every reader will see that this is a most preposterous conclusion to come to, and one that create a false impression on those consumers who may read it and who know nothing about the retail trade. The writer of the above intimates that a retail grocer's overhead expenses are more than 33 per cent., which is untrue, so far at least as 99 per cent. of the grocery trade is concerned. It is a gross and misleading untruth, too, that the retail grocer doubles his money on every article sold, yet the consuming public is lead to believe that such is the case.

The combination of figures above and the conclusions come to, stamp the author of it as a poor specimen of a business man. Imagine a retail grocer carrying $10,000 worth of stock and turning over only $1,000 per month. This example of ignorance of the trade does not speak very highly of the future prospects of the firm whose representative planned them. If the writer of them knew them to be untrue, then he is dishonest. He must either plead ignorance or dishonesty. Should His Majestey's mail be open for such literature?

Will All Manufactureres Sell Them?

Still another statement made is this:—"Our business is to cut out all middlemen's profits and unnecessary expenses. By our own system all the above wasted expense of large stores is eliminated. When we get your order for any goods we turn to the manfacturer, get the goods from him and send them or hand them direct to you. This avoids paying large rents, insurance fees, clerk hires, etc. You get the goods you order for almost the same price that the manufacturer sells to the wholesaler or the department store." ——— "The enormous benefits secured by our members being apparent, the question arises; 'How are such price benefits secured.' The answer is: 'Through our commonsense orginazation.' For the member-

ship fee of $2 per year we will act as your agents. We will get you almost anything you want from the manufacturer at a saving of from one-third to one-half." ——— "The manufacturers are glad to deal with the consumer when they are assured the same volume of sales without the added expense to them of salesmen, advertising and risks. They are the producers—we are the distributors."

Make Sugar the Leader.

Sugar at 4 cents per pound is made the leader in this firm's catalogue. Can The Consumers' Association, as stated above, buy the best granulated sugar from the manufacturers? Every retailer knows that it cannot. The same applies to many other lines in the catalogue. Here, then, is another gross misrepresentation. Representatives of Montreal sugar refiners state it is utterly impossible for any but legitimate wholesalers to purchase from them.

There is too a string attached to the sale of sugar as the following announcement from the catalogue shows:—

"We will supply the best grades of Granulated Sugar at 4c per pound upon the following conditions only:

"First.—As it appears with the different assortments.

"Second.—Five pounds of best Granulated Sugar at 4c per pound with an order of $2 worth of other goods selected from the open list.

"Third.—Ten pounds of best Granulated Sugar at 4c per pound with an order of $4 worth of other goods selected from the open list.

"Fourth.—Fifteen pounds of best Granulated Sugar at 4c per pound with an order of $6 worth of other goods selected from the open list.

"Fifth.—Twenty pounds of best Granulated Sugar at 4c per pound with an order of $8 worth of other goods selected from the open list.

"Sixth.—Twenty-five pounds of best Granulated Sugar at 4c per pound with an order of $10 worth of other goods selected from the open list."

Unbroken Assortments.

The catalogue too shows a number of assortments which the Association does not break. Members must buy the whole thing to get the prices quoted. Otherwise they would have to order from the body of the catalogue. "It may occasionally occur," the catalogue winds up, "that certain articles given in this catalogue cannot be secured without delay and in this case we reserve the right to substitute; however, we will at no time send an inferior article and will always furnish as good if not better than what has been ordered and any article not entirely satisfactory may be returned and money will be cheerfully refunded." It will be noted it does not say who shall pay the freight on these returned goods.

The Men Interested.

The Consumers' Association is made up of three men H. Martin, Wm. E. Clark and A. Breitenwisher. This business is run in conjunction with the Dominion Grocery Co., the same men being connected with both. It was begun about a year ago. Mr. Martin was previously clerking in a dry goods store in Windsor and was also at one time in the grocery business at Decatur, Ill. Mr. Clark has been a resident of Detroit, Mich., for some time where he was clerking and Mr. Breitenwisher has acted as agent at Ann Arbour, Mich., for the Ford Motor Co. Americans are therefore behind the proposition.

That The Consumers' Association has appointed agents and secured members in many places in Ontario at least, is known to The Grocer. How long should it be allowed to make the untrue representations referred to above?

Good Time to Plan for Maple Syrup Sales

Old Stock Should Be Moved Out Before New Arrives—Suggestion for Window and Interior Displays — Make Capital From Magic Words, "Pure Maple Syrup"—What the Outside Order Taker Can Do.

"Sap's Running" is a shout that brings to the farmer a realization that spring is at hand, and that it is time for collecting the crystal drops of maple sap that is later boiled down into either delicious syrup or made into maple sugar. To the city dweller or townsman it brings a longing for those tasty dishes that mother used to make with the fresh maple syrup that grandfather used to send in from the old bush.

To the grocer it brings an opportunity to increase his profits by pushing this delectable liquid. Every grocer knows that now is the opportune time to push these goods, but for want of ready-made suggestions it is put off till some other day, with the result that his competitor takes advantage of this procrastination to capture the trade for himself. Take time by the forelock and capture the trade while yet you have time.

* * *

A MAPLE BUSH WINDOW.

Suggestion for Realistic Display Which Should Get Good Business.

A splendid selling display of maple syrup can be made in reproducing a maple sugar bush. One plan would be to secure a big branch of a maple tree. A stout sapling would do. Place this at the farther corner on one side of the window. Around it scatter some leaves and twigs to make it more realistic. The floor of the window should be covered with cotton batting to represent the snow in the woods. Over this should be scattered a few twigs and leaves. Leaves would also make an appropriate covering. Tap the tree, placing in it a sap spout, and hanging on this a sap bucket. Fill this partly full of water. To make it more real a bottle of water could be arranged to feed the sap spout so that it would drip as it does in the woods.

In the centre of the window place a kettle partly filled with water, arranging this on a rough stick placed on two tripods formed of rough cut top wood. Under the pot pile some wood, and by arranging this with a red electric light it will appear very natural. On the other side of the window arrange a background of maple syrup in cans and bottles, placing in the front a dish of syrup with a spoon in it. Take a big five-gallon can of the syrup and balance it so that it will appear that it has just filled the quart measure full of syrup which is placed just below the opening in the big tin. On this measure place a neat card, saying "This much for 40c," or whatever is your charge for this amount. Also put a price ticket on all the cans and bottles displayed. Across the window place in large letters the words, "Maple syrup fresh from the bush."

* * *

INSIDE ARRANGEMENT.

If Connected Up With Window Trim Sales Would be Better.

By carrying out a similar arrangement as the one above described in the store interior a much more effective method would be produced for selling maple syrup.

By placing a tripod of roughly cut boughs of maple in the centre floor space or other conspicuous place and hanging on it a kettle of maple syrup you will make your window more effective, and will thus clinch the sale at the physicological moment. Neat displays of the cans and bottles of maple and other syrups should be arranged on the counters and other interior display points. By placing a special price on two, three and five-gallon lots the dealer should be able to sell quite a lot of syrup in these quantities.

The writer knows of one merchant in a small country town who sold 120 gallons of maple syrup in one month by setting a fixed price on these quantities and pushing them. The price isn't everything; it is only a part, and if it is given the co-operation of the window and newspaper publicity, backed up by an enthusiastic sales force, the dealer has a combination that will be hard to beat, and one that will win ultimate success in such a special sale.

* * *

FOR THE OUTSIDE ORDER TAKER.

Those retailers who go out for orders once or twice every week or every day have a splendid opportunity to introduce maple syrup to those customers who seldom come to the store. The casual mention of "Pure Maple Syrup" when the regular order has been taken, backed up by the showing of a bottle of clear syrup, would get almost anybody's attention.

The writer knows of one grocer who, when he goes out for orders, carries a small grip containing new goods and others he is desirous of moving out. His customers appreciate this, and he makes many a sale that would otherwise be passed by simply by getting behind these goods with his selling power.

Every opportunity, too, should be taken to sell these goods to 'phone customers.

* * *

SELL OFF OLD STOCK.

Many dealers still have stocks of old maple syrup, which should be moved out before the new goods make their appearance. Now is the time to push sales of these, because later on the public will be anxious for the fresh, even if last season's were just as good.

This stock should, therefore, be pushed strongly just now. Let it be shown in the windows and on the counters. Every dealer knows the magic there is in the words, "Pure Maple Syrup," and if he has a stock of the "pure stuff" it would certainly pay to get two or three neatly drawn cards with these or similar words. "Guaranteed pure maple syrup" is bound to get business for the man who has the confidence of his customers. A card in the window, one on the counter, and another pinned to the shelving are suggested.

R.G.A. Convention Program Well Under Way

Executive Making Definite Arrangements for Programme and Entertainment—Good Time Promised as Well as Profitable Discussions—Those Who Intend Attending Should Send Now for Railway Certificates—Questions Coming in for the "Question Box."

From all indications the members of the Ontario Retail Grocers' Association are going to have an enthusiastic and profitable first annual convention. This will be held, as announced two weeks ago in The Grocer, on April 16 and 17 in Toronto. Already outside members have written Secretary Miller for railway certificates demonstrating that they are anxious to attend. Mr. Miller desires to hear from as many of the trade as soon as possible with regard to certificates, as then the Toronto members of the executive will have an idea as to how many should be provided for. President Clark and the secretary are making arrangements for a convention hall and expect to have this closed up in a few days' time.

Questions Coming in Already.

That the Question Box feature promises to be a good one is evidenced by the fact that already retailers are sending in their questions to the secretary in response to the request made in The Grocer two weeks ago. The Question Box is open to anybody and everybody. All questions bearing on any phase of the retail grocery business are invited. They should be mailed to the secretary at once, as those that come in first will be given the preference. Questions from members who cannot find it convenient to attend are wanted. They will be published with their answers in The Grocer.

The convention will open at ten o'clock Wednesday morning, April 16. The address of President D. W. Clark, secretary's report and assignments for various committees will be the chief orders of the morning. Addresses are being arranged for by prominent speakers, and the visiting delegates will be entertained in the evening. A theatre party is scheduled for Wednesday night. The entire programme for Wednesday as well as Thursday will be ready in a short time, and will be duly announced. An attempt is being made to secure a prominent member of an Australian Board of Trade, who is now in the States, to give an address. The election of officers will, of course, be held on Thursday afternoon.

Petitions Pretty Well Signed.

The work of getting the Garnishee Act and weights and Measures petition signed up is going merrily on. Secretary Miller reports that more than 80 per cent. have been returned, and more are still coming in. On Tuesday last they arrived from Waterford, Port Rowan, McIntyre, Aurora and Cooksville. There are still a few out, and the secretary urges that these be signed and returned before the convention. The association's solicitor is arranging for an interview with Sir James Whitney, when the petition will be presented regarding the amendment to the Garnishee Law. The Toronto trade is now being canvassed, and practically every grocer and butcher in the city is signing.

That those retailers who come to the convention will spend two profitable as well as enjoyable days is the claim of the Toronto resident members of the executive.

"Just tell them," said Mr. Miller to The Grocer, "we have something pretty good arranged for between sessions, and that we want everybody to come. Say that they are to come one day anyway if they cannot spare the time for both."

The railway certificates provide for single fare if there are more than 300 present, and if more than 50 and under 300 a fare and a third. Secretary Miller should be written at once for certificates. His address is 632 Yonge Street, Toronto.

To JAS. PATTON, sales manager of the Canadian Cereal & Flour Mills, Limited, Toronto. Mr. Patton's birthday is to-day, March 14. He was born in Huntingdon, P.Q. For eleven years he was with J. E. Hunsicker, of Montreal, and 14 years with the Ogilvie Flour Mills, first in Montreal, then in Halifax, and lastly in St. John, N. B.

To FREDERICK M. MOFFAT, managing director, Gunns Limited, meat packers, West Toronto. Mr. Moffat was born on March 17 (St. Patrick's Day) in 1875 in Yorkville, now Toronto. He has been connected with Gunns Limited for 19 years. Before that he was 4 years in the grain business, and still prior to that 2 years in the Board of Trade office.

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WHAT RETAILERS HAVE TO FACE.

Readers will note some interesting reading in the first article of this issue. It deals with a firm in Windsor, Ont., which sells goods to the public who first spend $2 in purchasing a membership certificate.

That misrepresentation is used to create a prejudice against the legitimate retailer is evident from some of the statements quoted from their literature. The assertion, for instance, is made that it costs a retail merchant 35 per cent. to do business. It is also inferred that the average merchant doubles his money on every article he sells.

This is on a par with the sort of rot that so many have been preaching on for the past year or two. Some of the large daily newspapers have been busy creating the impression that the retailer bas been robbing the public, that he has been charging excessive prices and, in fact, that the country could get along very well without him. This has raised such a stir among certain classes of the public, that it has been easy for men like those behind The Consumers' Association to work upon the public's prejudices against the retailer.

It is time the Government of the day recognized the importance and necessity of the legitimate retailer and put a stop to the exploits of those who misrepresent either wilfully or through ignorance of trade conditions, for their own personal gain. Retail merchants are up against this sort of thing all the time. It shows the need of organization among the trade. Every retailer should identify himself with association work and make the organization so strong that the establishment of other than honest legitimate retail businesses would be an impossibility.

THE FINANCIAL OUTLOOK.

The retail trade should remember that money is tight just now and continue to push collections. They should aim to get old accounts cleared up at the earliest possible time.

The Financial Post in its last issue states that the attention of business men is centred on the monetary outlook and that the country is feeling the stringency keenly in so far as the market for Canadian securities in London, Eng., is concerned. Some heed, it says might well be given to the official trade returns just issued by the Dominion Government covering the first nine months of the fiscal year ended December last. The imports and exports of merchandise are as follows:—

	Imports.	Exports.	Balance.
1909	$267,041,035	$238,667,077	$ 28,373,958
1910	331,502,622	235,317,515	96,185,107
1911	382,451,923	241,885,332	140,566,591
1912	496,692,803	297,134,761	199,558,042

It will be seen that the balance is rather great against Canada.

It is not so much a question as to the quantity of money, but the price Canada will pay for it. Meanwhile during the past week there has been some easement of the stringency. Some of the banks have been lending in strictly call loans, and the rate is 6½ per cent. Some manufacturers and business men have not been able to get money from the banks for the purpose of capital expenditure, and have had in consequence to turn to the loan companies.

The problem in the mind of most thinking business men, The Post adds, is as to what is going to happen. Leaving external influences out of consideration, it does not think anything serious is in prospect. The tight money will certainly slacken up business, building operations, etc., somewhat, but outside of money the fundamentals are sound, and there is no occasion for fear. There is, however, abundant occasion for caution with respect to over large commitments or extensions beyond conservative lines.

CLEANLY METHODS REQUIRED.

The Board of Health of Montreal, P.Q., at a recent meeting, passed resolutions prohibiting the use of printed newspaper for the wrapping up of meats, groceries and foodstuffs. This reform was strongly advoated by Dr. L. Laberge, M.H. Officer, and after some discussion a resolution was passed permitting only the use of clean paper which has not been printed on.

Another clause adopted was one to the effect that any person engaged in handling foodstuffs, cream and milk, must keep his hands clean and must not use tobacco during such time. This resolution was urged by Dr. Hood, chief food inspector, who stated that this was necessary to protect foodstuffs against contamination.

The delivery of bread was another subject dealt with. An amendment added to the present regulations, requiring that a clean vehicle be used, was that bread wagons be utilized exclusively for bread and pastry delivery. The use of these wagons for other commercial purposes is a state of affairs that cannot longer be permitted, after May 1st no Montreal bakery will be permitted in a cellar or basement.

The above is another evidence of the result of the pure food campaign throughout the country. Retailers everywhere are taking advantage of this campaign by making their stores as clean and sanitary as it is possible to have them. The public are quick to observe this and it will be found that, other things being equal, the dealer with the bright, clean store is getting a goodly share of the trade in his district.

SITUATION IN EGG MARKET.

The bulk of the receipts of eggs at Montreal this week, as shown by the statement in the market column, include storage stock. The difference between this week's receipts and those of a year ago, is accounted for by the

big importations of U.S. eggs at that time. This year the imports are almost nil owing to the extraordinary supplies of new laid eggs during January and February, forcing out the storage stocks before they would otherwise have appeared.

The heavy receipts coupled with the weather conditions and high prices paid for storage stocks last year has forced the storage man's hand and he sold at any price to get clear. Some sales were made in Montreal at 13 and 14c which is considerably below prices paid at packing time.

The season has been a trying one with weather conditions against the storage holders. A goodly number of them will face a deficit. This will have the effect of keeping prices at a lower level during coming season, as it is hardly likely that the packers will want to repeat their experience of this year and consequently they will hardly pay as high prices for their storage stocks as last.

CHINA'S FUTURE FOR WESTERN FOODSTUFFS.

Dealing with the adoption of modern Western methods by the Chinese people, United States Vice-Consul General at Shanghai states that these methods will have only a slight influence on the food of the people for many years to come. Referring particularly to baking powder he believed it would probably remain unknown to the masses for many years to come. They must first be educated to the use of breads, pastries, and cakes that require such a preparation in the making, as the masses here change customs and modes of living slowly. Even in dress no impression will be made for years in regions away from the influence of the treaty ports, and there will doubtless be in China a repetition of Japan's experience.

In Japan at the seaports one frequently finds native men dressed in foreign fashion, occasionally a woman so attired, and foreign-style food is served in some eating establishments and private houses. Last summer the Vice Consul went for a walking tour in the interior of the country and day after day rarely saw a foreign garment except those worn by some chance European. Food was entirely Japanese and, as of old, was consumed seated on the floor, with the aid of chop-sticks. Japan has been absorbing and practicing foreign ideas for many years, but only a few of the inhabitants have to any extent been influenced in their diet or manner of dress. The degree of household change will probably be no greater in China than in Japan, and one should not, therefore, look for a largely increased demand for foreign foodstffs and kindred products.

The trade for baking power depends on the foreigners —residents of the various treaty ports, missionaries in the interior, troops, vessels of the navies, ships of commerce, and tourists. There are, in addition, some foreign-educated and well-to-do Chinese at the open ports who indulge in foreign pastries, etc., and so consume a certain amount of baking powder, but their number is small.

SUGAR MARKET FIRMER.

On February 1 New York refiners bought sugar at $3.48, with the expectation that they might be able to buy raws at a lower level, and the retail trade held off. On March 4 raws got up to $3.54, both refiners and speculators buying. On March 6 refiners and speculators bought 120,000 tons, which is equivalent to 800,000 bags. This was all that was in sight, and it was bought up at the high level, $3.54. On this basis the margin between the price of raw and refined sugar in New York was only 67 cents, as compared to a normal of 80 and 85 cents—that is, it was nearly 20 cents lower. Since then, New York refiners bought at $3.57 and $3.58, and buyers are now on the market at $3.61, and for June at $3.67.

European market on beet sugar is firm, and has already advanced from 9s 9¾d to 10s 1½d.

The trade here expect that New York has to make up the 20 cents difference and when they do Canadian refined will in all probability follow.

The cause of the whole situation appears in Russia. Russia asked for permission to export 50,000 tons above the usual 200,000 tons. Instead of having this for export that country had to draw on their own Government reserves for domestic use. England and other continental countries are being obliged to buy Cuban raws.

This, in brief, is the sugar situation as seen to-day. Judging from appearances an advance is naturally expected, although just what will happen, time alone will tell. It is interesting to note, however, that the statistical situation of total stocks and afloats, gives an increase of 1,247,677 tons over total amount at corresponding time a year ago. The trade therefore should keep a close eye on the sugar market.

EDITORIAL NOTES.

The top of the mornin' to ye.

• • •

The Question Box of the O.R.G.A. is a collection box, but for money this time.

• • •

With Easter only a week hence the provision counter should be cleared for action.

• • •

The retail trade will be interested in knowing that it doubles its money on every article sold.

• • •

A retail merchant who requires 35 per cent. of his sales to cover expenses ought to be treasurer of the election campaign funds.

• • •

The 17th of March, Good Friday and the advent of Spring are all due next week. Another evidence of the contention that good things never come alone.

• • •

The spring fever should pretty soon be attacking the housewife. Be prepared with the housecleaning goods before the fever symptoms present themselves.

• • •

Ontario retailers who are going to attend the convention of the R.G.A. in Toronto should send for railway certificates at once. The more the merrier—a cheap trip and a good time.

• • •

If the members of the House of Commons could dispose of the navy question, there might be an opportunity to present the views of the retail grocers regarding scale inspections. If ————.

Appreciates Profit Figuring Table.

The MacLean Publishing Co.—Enclosed please find my cheque for my subscription to your Canadian Grocer. I can assure you I have had very great pleasure in reading the discussions from week to week, about how to run a grocery successfully, and the proper method of marking goods, adding percentages to selling instead of cost price. I think the table for figuring percentages, as shown on Page 35 of your December 6th number, will be a great assistance to many grocers.

Toronto, Ont. W. J. FLEWWELLING.

Which of These Cards Will Sell the Most?

This Question Can Only be Decided by Sizing Up the Points of Both Cards—The Card on the Left is Good Amateur Work, and Undoubtedly Shows Signs of Ability—The Card on the Right is a Suggestion for the Rearrangement Which Should Attract More Attention and Sell More Goods. Here's the reason:

By J. C. Edwards.

Card No. 1—An attractive card made by L. W. Myers, grocery salesman in Stratford, Ont.

The people passing to and fro by your window are more or less busy people—people in a hurry, glancing here and there on the natural human outlook for something to interest them. That something must strike their optic nerve hard enough to call a halt and to bring the attention to, and rivet it on, in this case, the goods advertised in the window. Which of these cards will do that?

Card No. 2—Suggested rearrangement of Mr. Myers' card to bring out the important points.

Card No. 1, to all intents and purposes on first sight, is a very fair amateur card, and the artist is deserving of encouragement. It undoubtedly would sell considerable goods, and give an attractive appearance to the window, but we would suggest a rearrangement, such as shown in card No. 2.

Bringing Out Important Words.

This card has more life and artistic display, bringing out the more important words and price in contrast to the rest of the inscription and decoration. "Altmen," the name of the brand; "Beans," the goods advertised, and "10c," the price of the article, are undoubtedly of most importance, and should be more prominently displayed than the rest of the inscription.

Aside from the artistic, the suggested lay-out will make a stronger appeal and attract attention quicker than the other card, because the chief words stand out in contrast. Black letters with a white outline on a grey card give a very pleasing, yet striking effect, while, as in card No. 1, white on green is more or less lost, especially when the whole phrasing is the same—white with a black underscore.

We greatly approve of timely illustrations on show cards, but the application must be attended by care to avoid having the afterthought appearance. The stalk of beans, as shown in card No. 1, if worked into a sketchy design, as shown in card No. 2, would have a much better effect, without detracting from the wording, which, of course, should at all times eclipse the decoration. In this lies the real selling value of a card. The decoration should serve to brighten a card advertisement and bring out more prominently the message you desire to deliver to the public.

Daylight Around the Wording.

To make a card stand out prominently there must be plenty of space between the wording and the edge of the card, otherwise there is not enough contrast. The decoration can come very near the edge, though, as long as it is in subdued shadings and does not overpower the inscription.

Bring Out Selling Points.

Such words as "Tender" and "Stringless" are very important, as they are descriptive of the quality of the beans, and constitute the main selling points of the beans. Therefore, while they are not the most important words, and cannot be given the display, they should be brought out clearly and distinctly and in relief to the rest of the card. You will notice in the suggested rearrangement that these words are written small, but are in their own section of the card, thus making them stand out on a par with the rest of the phrasing.

Too Much Underscoring.

I am a believer in the underscore when used judiciously, but would discourage its use to the extent shown in card No. 1. It loses its intended effect almost entirely. If the words "Wax" and "Beans" and the price had been underscored only the effect would have been better. We may be wrong in giving the display to "Altmen" and "Beans" alone, and should have brought out "Wax Beans" prominently in the one line. However, this would only necessitate using condensed letters, and would make little material difference in the lay-out of the card.

The writer does not offer the above as a criticism, but as a suggested rearrangement which we believe would serve to improve the appearance and incidentally the selling power of this show card.

Borrowing to Discount; Using Others' Capital

An Interesting and Profitable Discourse on Whether it is Advisable to Borrow Money From the Bank to Save the Discounts—Some Dangers That Tend to Crop up With Increased Capital—Overbuying and Neglect of Collections Probable—Big Men Usually Successful Borrowers.

* By Henry Johnson, Jr.

Often the question arises: Is it good business to borrow for the purpose of discounting bills? and the answer almost invariably is in the affirmative. Then the man who answers proceeds to show conclusively that a business man cannot afford not to borrow if he is losing discounts by not borrowing.

The demonstration is simplicity itself. If a merchant discounts a thirty-day bill in ten days and takes off 1 per cent., he gets the 1 per cent. for 20 days time. Twenty days goes into 365 days 18 times and then some. Therefore, money kept active all the time discounting 30 day bills at 1 per cent. ten days, is earning 18 per cent. annually.

On this basis we might take $1,000 from the bank at 6 per cent. and by keeping it active we should earn $120 in excess of what the money would cost us—that is, pay $60.00 for the money and get $180 in discounts. That is simple arithmetic and is incontrovertible; and surely $10 per month is not to be passed over lightly, to say nothing of keeping one's credit up to the scratch.

Some Dangers of Borrowing.

But I am so constitutionally opposed to debt of all kinds that I should never advise any man to enter the borrowing field without great care and deep thought; because it is easy to get in but hard to get out, and there are many dangers of the gravest character.

First comes the danger of overbuying. A man who has been losing some discounts and who has thought enough about the matter to go the length of borrowing to save the discounts, is apt to feel some considerable relief. He is not unlikely to go the length of letting up just a trifle in his purchases. It will be easier for the smooth salesman to flatter him into the feeling that he is a bigger merchant than he really is—and sell him accordingly. He will buy $60 worth where otherwise he would have bought $20 worth. He will have three times the money invested in a given item. Thus his discount will not avail him much—he will be in the position of the man trying to lift himself by pulling on his own boot straps. He is very apt to find himself carrying just $1,000 worth more stock. So the discount will prove to be a delusion in his case—yea, even a snare.

Slower Movement of Stocks.

Next comes in the loss of profit through the tendency to turn stocks more slowly. The lines bought in $60 lots where formerly $20 was enough are not likely to move much faster than formerly—possibly they will not move as rapidly, due to the greater variety purchased and the consequent lack of concentrated selling effort on the smaller assortment. Here comes in part of that deceptive "saving" whereof salesmen and department-store advertisers prate so volubly—more boot straps, in fact.

And again, we have the loss from deterioration, no stocks of any kind save, perhaps, cheese, being improved by keeping; and even cheese is generally better kept by the jobber and cheese specialist than by the retailer. Here is a loss which is exemplified almost daily, certainly many times during the year, in the best regulated grocery stores. It is a loss which can hardly be avoided by the most unceasing vigilance on the part of the buyer of stocks.

Tendency to Neglect Collections.

So much for the direct loss and obvious dangers. But there are others. Chief among these, perhaps, in the liability to let up on collections. The merchant who is pressed for capital, whose business is kept poor through having to pay its own way and lay aside money, is likely to be a sharp, careful collector. He gets his money as promptly on the dot as possible—because he NEEDS it. He is made conscious of his needs by the constant demand of bills to be met. Having no resource other than his cash sales and collections, he is after the money owing to him all the time. If one asks for an extension he can truthfully and with clear conscience reply that he cannot grant the extension because he must have the money NOW to keep square with the world. If, now, that man be given an extra $1,000 with which to take discounts, he is very apt to let up a bit, harken a little more patiently to the pleader, and yield a little more frequently. Under this treatment, the $1,000 is liable to be largely dissipated into more book accounts of the slow-pay character.

That these dangers are very positive and very real is easily ascertainable. Ask your banker what his experience is and he will tell you that he constantly observes that merchants who begin to borrow become chronic borrowers, never get caught up, are never again able to get ahead of the game.

May be an Expensive Saving.

Looking at it this way, you can readily see how the "saving" of discounts may be the most delusive and expensive saving you ever started out to make. On the other hand, if your lack of capital makes you keener in your buying, so that you constantly seek to purchase just as little as you can get on with, buying one case of corn weekly and selling that case and then buying again, you will soon be in position to discount moderately, then in a larger way, until all your bills are discounted and your accumulations begin to put you at some ease. When that time comes in this natural way, there is little danger that you will slip backward into the slough of debt or loose buying, for you will know by experience just what the value of each dollar is—you will be mighty careful how you jeopardise any of your hard-accumulated capital.

These are a few of the dangers of contracting the borrowing habit—and there are others.

Successful Borrowers.

The biggest men of the financial world are great borrowers. They carry through big deals on borrowed capital. But they know to a nicety beforehand just what every borrowed dollar is going to earn for them and they foresee to the minute the time when they will be able to cancel their loans. But mind you, these are the big men. They are likely to be bigger and stronger than you and I. It is not likely that we can hope to trot in their class. Maybe it will be as well for us not to try it, and certainly it will be best for us not to venture until we are also very sure where we are going to come out.

There is another class of merchants who seem to be very successful. I have noted some remarkable examples. They are men who do not borrow and who also do not pay promptly. They delay payment as long as they possibly

(Continued on page 38.)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Current News of the Week

Quebec and Maritime Provinces.

Robt. Cattherwood, grocer, Fairville, N.B., has sold to Clarence Quinton and G. H. Allan.

A petition for a winding up order and appointing a liquidator has been made in the case of the Colchester Co-operative Association, Truro, N.S.

Matters of interest to the wholesale and retail trade were discussed at a meeting of the Wholesalers' Association of St. John, N.B., last week, when it was proposed to make certain changes as regards dealings with grocers about the city and province. There is to be in future an increase in quotations to the dealer, small or large, who makes a purchase of a half-case of any line of package or canned goods instead of as formerly being able to buy at the same rate as the grocer who purchased in quantities from two to ten or more cases. The change, while only slight, is expected to make a difference with the trade, particularly those who have been accustomed to buy in small quantities.

S. T. Nishimura, of the tea firm of Furuya & Nishimura, was in Montreal this week and leaves on Wednesday for New York, thence to Japan. Mr. Nishimura, in an interview with a Grocer representative, stated that reports from Japan advise fine weather, although cold. Conditions are favorable for the production of a bountiful crop, but, of course, the extent of the crop cannot be estimated with any degree of certainty at this stage.

Ontario.

Arthur G. Hibben, grocer, Toronto, sold to Geo. Gaull.

Thos. Lewington, grocer, Hamilton, Ont., has sold to Geo. Cann.

W. Miller, a Sunderland, Ont., grocer, sustained loss by fire last week.

The Gunn-Munro Spice Co., Ltd., Brantford, Ont., have obtained a charter.

The merchants of Parkhill, Ont., have established the co-operative system of delivery.

W. Kearns, of W. Kearns & Co., general merchants, Burlington, Ont., died last week.

O. S. Matchett, traveler for Chas. Rishor, wholesale grocer, Peterborough, Ont., spent Tuesday and Wednesday in Toronto.

Geo. H. Campbell, manager Toronto office T. H. Estabrooks Co., Limited, returned this week from a month's vacation in Florida.

Galt, Ont., is the next place to have a co-operative society. A number of well intentioned folk, who think expense of living is too high, are behind the proposition.

The Ministerial Association of Woodstock, Ont., have secured the consent of a majority of grocers there to close at 9.30 Saturday nights and to accept no orders for delivery after 7 p.m. This takes effect March 15.

The Wayne Oil Tank and Pump Co., Limited, has been granted letters patent by the Dominion authorities to take over the business of the Wayne Oil Tank and Pump Co., of Wabash Avenue, Toronto, manufacturers of self-measuring pumps, storage tanks, etc.

The Toronto Retail Grocers' Association held their annual dinner on Wednesday night at the St. Charles. Toronto wholesalers and travelers were present, as well as representatives from some of the Western Ontario retail associations. Report of the banquet will appear in next week's issue.

T. J. McKey, manager of the Toronto branch of the Connecticut Oyster Co., has just returned from a meeting of the executive of the National Association of Oyster Growers held in New York City. While in the South Mr. McKey took a trip through Connecticut, Rhode Island, Massachusetts, New York State, and Long Island, the more important districts of the oyster country. He reports that pickers consider the weather very unseasonable, and think they would have done better under normal conditions.

The financial report issued at the annual meeting of the Dominion Canners at Hamilton last week shows profits of $503,409.30, from which a dividend of 7 per cent. was paid on the preferred stock and a dividend of 6 per cent. on the common; $50,000 was added to insurance reserve, and $172,593.30 added to profit and loss account.

Western Canada.

J. J. Stiegler, general merchant, Humboldt, Sask., has inaugurated the cash business, beginning with Monday, March 10.

A. B. Ferrier, general merchant, Lemberg, Sask., are advertising a Cash Discount Sale, offering 25 per cent. off on dry goods, boots and shoes, china, etc., and 15 per cent. off on groceries except tobacco and sugar. The reason given by this merchant is that he is overloaded with stock. He offers to pay the railway fare of any person coming from East or West who purchases $25 worth of goods.

Following are items from the Grocer of March 17, 1893:—

"George Musson, Toronto, has been confined to his house since Friday. A threatened attack of typhoid fever is the cause, and his friends will be pleased to know that he is improving."

Editorial Note.—Mr. Musson is to-day a well known figure on Front St., Toronto.

* * *

"The butcher, the baker, the candle maker, and even the undertaker is being affected by the advance in the price of hog products. The undertaker's pockets are touched through the advance in candles, which has been marked of late. It was only a couple of weeks ago that the price of the imported article appreciated 20 per cent. at a bound."

Editorial Note.—At the present time lard is again on the advance, due to shortage of hog products. Whether the undertaker will be affected as much today as 20 years ago is, however, a question.

* * *

"By last mail it is learned that the Indian Tea Association gives final figures of the season's crop, which show an outturn of 113½ millions against the revised estimate of 118 millions, and a probable export to the United Kingdom of 106¾ millions."

DUTIES OFF IN NEWFOUNDLAND.

The Governor of Newfoundland, in a recent speech from the throne, gave notice of a bill to remove the duty from tea, sugar and salted meats. This would mean the abrogation of $400,000 in duties annually.

Firm Situation Still in Sugar Market

Following Tone of Raw Market, Refined Shows Greater Strength — Situation Still Uncertain—Liberal Buying of Molasses in Quebec—Firmness in Tea Market—Heavy Booking for Next Season's Canned Goods.

QUEBEC MARKETS.

POINTERS,—

Sugar—Firm.

Teas—Advancing on primary markets.

Coffee—Mocha higher.

Montreal, March 13.—Business this week in grocery trade is good, although Easter trading is not expected to equal that of last year for reason that holiday season comes too early. Nevertheless considerable fancy goods are being sold. Collections are improving and are coming in more freely than for some weeks past.

Sugar is main topic of interest in grocery circles here. Fluctuations in this staple are about the only items of interest in market this week. There have been no price changes during past week and it is not expected that any will develop until after Easter. There is a temporary shortage in Canadian alimentary pastes due to destruction of a local factory last week by fire. However this shortage will soon be covered by imported goods and as the factory will be runing again in a very short time it is not thought that prices will be affected.

SUGAR.—Primary market advanced on raw sugar from $3.54 to $3.58 during past week, giving entire market strong tone. Local sugar market reflects conditions of the primary market and it is believed by some that an advance is possible. This supposition is supported by the advance in molasses. The demand for refined sugar is heavy with many car lot orders. There is a feeling that sugar is on verge of another change which is most expected to be a lower one.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, eacb	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	5 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Brigbt coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES. — Advance of last week stimulated buying somewhat on spot goods. Trading in futures is good and in anticipation of further advances dealers are buying liberally. Prices remain at same level as quoted for last week being quite firm at those quotations.

Corn syrups are in good demand and are moving freely. Maple syrup stocks are being cleaned up in expectation of an early spring and new supplies.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncbeons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 55
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—There is a little better demand for dried fruits than there has been for some time, but volume of business transacted is not yet very large, but is quite satisfactory for this season of the year. Prices remain unchanged.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	0 07½	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages, 12 oz.	0 07	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08½
Sultana raisins, loose, per lb.	0 11½	0 12
Sultana raisins, 1 lb. cartons	0 12½	0 14
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07½	0 08
Valencia, select, per lb.	0 08	0 08¼
Valencia, 4-crown layers, per lb.	0 08½	0 09
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 07
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	0 04½	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12¾	0 13¼
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14¼	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10¼	0 11¼
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11½
40-50	....	0 10
50-60	0 09	0 09½
50-70	....	0 08
70-80	....	0 07½
80-90	....	0 07
90-100	....	0 06¼
Bosnia prunes	0 07	0 08

TEAS.—Supplies of quality teas are diminishing with result that several lines are trifle higher than last week, particularly Ceylon blacks. Several representatives of San Francisco and Seattle tea houses were in city during past week, but it is not thought that they accomplished much business as local importers can undersell them. Teas are selling better this week. Several advances are expected in event that cost to wholesaler continues to advance. While wholesalers and importers cost price has continually advanced during past few weeks they have not advanced price to retailer, but it is stated that unless conditions change shortly they will be forced to advance price to retail trade.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamasbiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Soucbongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Demand for coffee at present is quite heavy and considerable business has been accomplished during past week. Mocha coffees are a shade higher than last week on primary markets, but local prices have not advanced as yet. At present there is considerable fluctuation in prices on primary markets which gives the coffee situation an uncertain tone.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

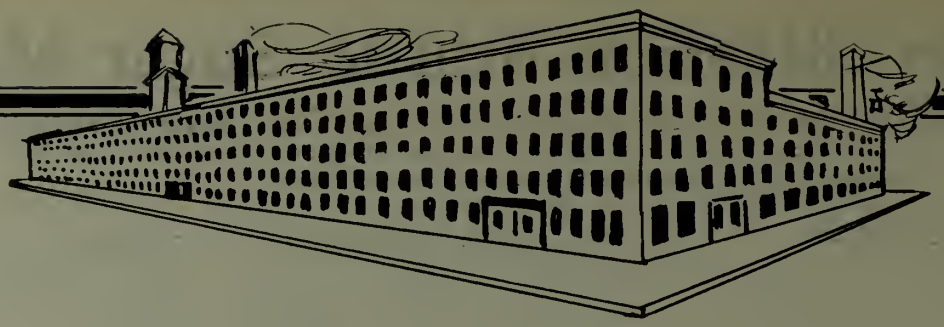
SPICE.—Trading is wholly without interest. Prices have not varied and demand is steady. Collections are better. Supplies are ample to take care of existing trade.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 15	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Trading in these staples is featureless and void of interest. Demand is steady with prices unchanged.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ¼ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 50
Imperial Glace	....	5 20
Ice Dips	....	5 85
Carolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Little business is passing in nuts at this season of the year. Local market has a steady demand such as it is, with prices remaining same.



THE COMING INDUSTRIAL METROPOLIS OF QUEBEC

MAISON

The Ideal Cit

MR. MANUFACTURER OF FOODSTUFFS, you are seeking the most advantageous location for your factory. Then you will have regard for these facts about Maisonneuve, the most rapidly-growing industrial city in Canada. There are reasons.

ACCESSIBILITY. Maisonneuve is easily reached from all points, lying directly alongside Montreal, with its stores and supplies, affording convenient market for the purchase of raw material and marketing of finished products.

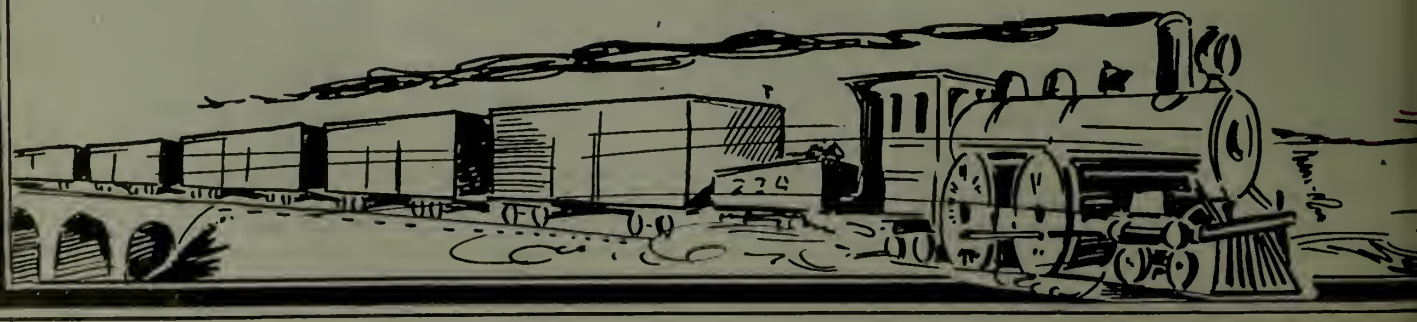
SHIPPING FACILITIES. The C.P.R., C.N.R. and the G.T., with a terminal electric railway linking them all together, furnish sidings for practically all sites, besides which there is the St. Lawrence River with its great docks for ocean liners and up-the-lake boats.

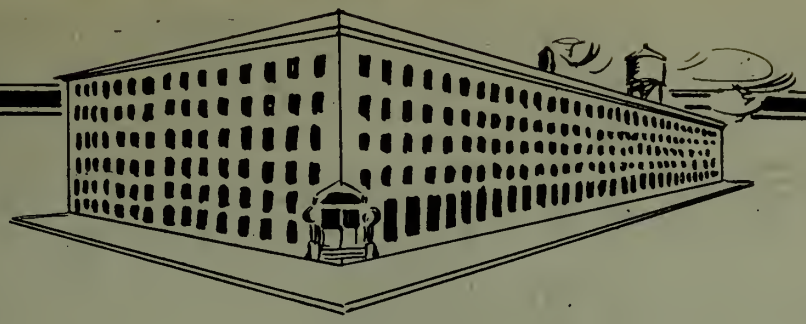
IMPORTANT CONCESSIONS. Ten years' exemption from taxes are freely offered the bona fide manufacturer.

SPLENDID SITES along the terminal railway and elsewhere are available at low prices.

ALL THE IMPROVEMENTS, gas, electricity, water, sewers, power, are readily obtainable.

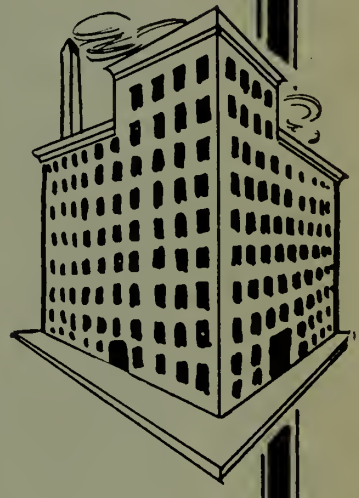
LOW POWER RATES, the result of competing electric companies, give the manufacturer in Maisonneuve a very distinct advantage.





NEUVE

THE COMING INDUSTRIAL METROPOLIS OF QUEBEC



for Your Factory

FREEDOM FROM LABOR TROUBLES is offered by Maisonneuve, which has the finest labor market in the Dominion of Canada, male and female, skilled and unskilled, for practically all the workmen own their own homes.

A CONSUMING MARKET of six hundred thousand at your very door is an advantage every manufacturer will recognize, particularly when joined with the economy and convenience of a moderate-sized city.

MAISONNEUVE has a population of thirty thousand people, churches of all denominations, schools, both Protestant and Catholic, theatres, shops, department stores, parks, beautiful shaded streets, mammoth industries, including the UNITED SHOE CO., THE MONTREAL STEEL WORKS, and the VICKERS-MAXIM CO.

GET IN TOUCH with this enterprising town. We can make it worth your while to locate here in Maisonneuve, the Pittsburg of Canada.

FOR FACTORY SITES, WRITE:

M. G. ECREMENT,
Sec.-Treas. Maisonneuve

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 15½	0 17
Walnuts, Myette Grenobles, per lb.	0 15½	0 17
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 00
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 06½
Coon, roasted	....	0 00
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 15	0 10
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, brigbt	0 27	0 28
Broken	0 27	0 20

BEANS.—Trading in beans is sluggish and as result prices are shaded a little for large orders. The poor quality of the Ontario beans which are still being offered here, is about the only feature of interest.

Imported wbite beans, busb.	2 60	2 75
Yellow beans, bushel	3 00	3 60
Ontario, 3 lb. pickers	2 60	2 65
Imported green peas, Belgium	2 75	3 30
Yellow peas	2 60	2 70

ONTARIO MARKETS.

POINTERS:—

Sugar—Market firm.

Tea—Better grades firmer.

Coffee—Slightly easier on primary.

Nuts — Shelled walnuts declining. Shelled peanuts scarce.

Beans—Weak.

Spices—Advancing.

Toronto, March 12.—Trade during past week, though still inclined to be dull, shows brisker tone than week ago. Collections are only fair, and there is much talk about the tightness of money. One firm reports renewals from customers who had never asked such a thing before. Another firm states that there are more apparent bad debts, but fewer renewals; more making assignments and a greater number asking for compromises.

SUGAR.—All indications point towards the immediate continuance of strength in sugar markets. It is the opinion of some dealers that an advance is probable. At present the margin in New York between raw and refined is 20c lower than usual. The trade here think that New York will have to make up this 20c difference, and when they do Canadian refined will likely follow.

There is a reported large increase in sales of 5lb. packages and 20lb. bags.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES. — All lines are moving out freely, and whole market has taken on brisker tone during past week. Prices remain unchanged.

	Per case.
Syrups—	
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 00
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 0 to case	4 00
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 0 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados fancy, half barrels	0 49	0 50

DRIED FRUITS.—Situation here is practically unchanged. Only small quantities of California fruits are being ordered, so that dullness still prevails. Evaporated apples continue dull.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 06
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Quantities of cheap teas are becoming reduced chiefly through low prices. On good stuff dealers are holding out for high prices. Market is slightly firmer than last week, but owing to heavy local stocks there appears no likelihood of advance.

COFFEE. — Primary market has shown many fluctuations during past week. Brazil grades appear slightly easier than week ago. Good washed milds have shown no reaction, prices remaining the same for desirable quality. Local market shows no price change.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Fewer compounds are appearing on market, demand being on increase for pure goods. Up to present spices have been nominally pure, but not so absolute as to stand inspection. Market is firm, with prices all advancing.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	25—26	90—0 00	.....
Curry powder	25—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.		
Cardamon seed, per lb., in bulk	1 25	1 40
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 35	0 50
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83

RICE AND TAPIOCA.—Rice appears slightly firmer on primary market. Locally there is no change. Tapioca continues same as week ago.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 06
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06	0 07
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Shelled walnuts are much easier, prices on futures (May 1) being quoted as low as 28c. Shelled peanuts are extremely scarce and hard to get. All other nuts continue same, with light demand.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenobie	0 16	0 10½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 10
Peannts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Large quantities of imported beans are now coming on this market on contract. These will likely have to be sold at present figures, or what they will bring. At present market is sick. Some holders have already disposed of stocks at whatever price they could get, fearing lower figures.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush.	2 60	3 00
Austrian, mixed, per bush.	....	2 40

CANNED GOODS.

MONTREAL.—Booking for coming season's pack is heavy, as dealers are beginning to realize that this procedure is to their ultimate benefit, and has not speculative feature that they once attributed to it. Consequently, retailers throughout the country have booked more liberally than usual.

The demand for spot goods is quite heavy, and stocks are ample, but should the demand be curtailed from any reason it will tend to force lower prices. Should the present demand continue it is likely that some lines will be short before the new pack is ready to market.

TORONTO.—Situation in canned goods is unchanged. Bookings for next season's goods have already been heavy. Trade is dull.

MANITOBA MARKETS.

Winnipeg, March 12.—(Corrected by Wire).—Wholesale grocery houses report trade as a little quiet. The stimulus of spring has hardly yet been felt, but market is opening with a little brisker tone and Easter specialties are coming into prominence as features.

There is still complaint of tight money and consequently little inclination for speculative trade of any kind. Retail trade in city and country is reported as good. Farmers should be heavy buyers during next two weeks of supplies to carry them through seeding.

There is a fair trade in all lines of staples at steady prices, no changes being quoted since last review.

Collections are slow, but will no doubt improve as wheat now in reserve in farmers' hands finds it way to market.

SUGAR.—Sugar is reported as a little firmer in the east, but locally prices are unchanged. Demand is said to be good.

Montreal and B.C. in sacks	5 10
Montreal and B.C. yellow, in bbls.	4 75
Montreal yellow and B.C. yellow, in sacks	4 70
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Syrup is in fair demand at steady prices and conditions are without features of special interest.

2 lb. tins, per case	2 13
5 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 190 lbs.	3 76
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—Evaporated apples stand at the substantial reduction reported last week. All lines of dried fruits are steady and there is a fair and improving demand.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05¼
90-100s, 10s, s.p.	0 05
80-90s, s.p.	0 06
80-90s, 10s, s.p.	0 06½
70-80s, 25s, s.p.	0 06¾
70-80s, 10s, s.p.	0 07
60 70s, 25s, s.p.	0 06¾
50-60s, 25s, s.p.	0 07¾
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09¼ 0 09½
Smyrnas	0 13 0 15
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07⅝
1-lb. package	0 08¾
2-lb. package	0 17¾

TEAS AND COFFEES.—Statistics of the London tea trade indicate that stocks are heavy. Higher grades are however said to be scarce. There is no change in the coffee situation.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Cbicory	0 11¼
Teas—	
Cbina blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, cboice	0 35 0 45

NUTS.—Trade is very quiet with little prospect of improvement until there are more outdoor amusements in season.

	Per lb.
Brazil	0 18 0 19
Tarragona almonds	0 16¼
Peanuts, roasted, Jumbos	0 12¼
Peanuts, choice	0 11
Pecans	0 22
Marbot walnuts	0 13½
Grenoble walnuts	0 16
Sicily filberts	0 11½
Sbelled almonds	0 33 0 34
Shelled walnuts	0 31

BEANS.—Beans are firm at the prices quoted at last reduction. Peas and barleys are steady.

Beans—	
Hand picked, per busbel	2 45
3 lb. picker	2 30
Peas—	
Split peas, sack 98 lbs.	4 00
Whole peas, busbel	2 75
Barley—	
Pot barley, per sack 98 lbs.	3 65
Pearl barley, per sack 98 lbs.	5 15

WINNIPEG.

FISH.—Halibut are scarce and barely coming in in quantities to supply demand. Other supplies ample. Trade in oysters is falling off.

Fish—	
Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 09½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 72
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

WINNIPEG.

FRUIT AND VEGETABLES.—California lemons and Seville oranges are a little cheaper all other lines are steady except Baldwin apples which are quoted 25 cents per bbl. higher. Green fruit trade is quiet.

Seville oranges	4 50
Messina lemons	7 00
Frozen cranberries	10 00
Malaga grapes, kegs	9 00
Navel oranges, case	4 50 5 00
Bananas, per bunch	2 50 3 50
California lemons, crate	9 00
Wasbington apples	1 50 2 25
Florida tomatoes, case	9 00
Ontario apples	3 75 4 00
Cranberries	14 00
Spanisb onions	3 75
Florida grape fruit	5 00
Valencia onions	2 00
Hothouse rhubarb	0 15
Strawberries, quart	0 50
Sauerkraut, lb.	0 04
Potatoes—	
Potatoes, per bushel	0 40
Carload lots	0 35
Jersey sweet, basket	3 50

WINNIPEG.

PRODUCE AND PROVISIONS.—Lard and hams and bacon have all advanced. Light backs having reached a price of 24 cents. There is good supply of fresh eggs at prices unchanged. Butter is steady, but with a weak undertone as stocks are said to be heavy.

Lard—	
Tierces, per lb.	0 14
1 lb. bricks	0 16
50 lb. tubs	7 15
20 lb. pails	2 90
10 lb. cases	8 85
5 lb. cases	8 95
3 lb. cases	9 00
Cured Meats—	
Hams	0 17 0 20
Bacou	0 19 0 24
Shoulders	0 14¾
Long clear D. S.	0 15
Mess pork, bbls.	26 00
Butter—	
Creamery	0 33 0 35
Dairy, best	0 25 0 27
Dairy, No. 1	0 21 0 22
Dairy, No. 2	0 18 0 20
Eggs—	
Manitoba, per doz.	0 22
Storage	0 17
Cbeese—	
Ontario large	0 15¼
Ontario twins	0 15½
Manitoba large	0 14½
Manitoba twins	0 15

NEW BRUNSWICK MARKETS.

By Wire.

St. John, March 11.—There has been little change of interest in markets during last week. Business continues up to average. Good sleighing has brought many farmers to city and added slightly to sales. Travelers report business to be fair through the province, but conditions are none too encouraging. Buying in sugar still continues easy. Dealers are afraid to purchase any large quantities, as some have already been bitten through slumps. Flour continues unchanged. Molasses are slightly lower in consequence of arrivals of fresh stock. Eggs are a little lower. Butter remains the same.

Bacon, roll	0 15 0 16
Bacon, breakfast	0 18 0 20
Beans, Austrian, busbel	2 65 2 75
Beans, yellow eye, busbel	3 10 3 15
Butter, dairy, per lb.	0 28 0 30
Butter, creamery, per lb.	0 30 0 32
Buckwbeat, W., grey, bag	2 75 2 85
Cbeese, lb.	0 15 0 15½
Currants, 1's, lb.	0 07¾ 0 08
Canned Goods—	
Beans, baked	1 30 1 35
Beans, string	1 02½
Corn, doz.	1 10
Peas, No. 4	1 40
Peas, No. 3	1 42½
Peas, No. 2	1 45
Peas, No. 1	1 80
Peaches, 2's, doz.	1 55 1 60
Peacbes, 3's, doz.	2 35 2 40
Raspberries, doz.	2 20
Strawberries	2 20
Tomatoes	1 65
Cornmeal, gran.	4 75
Cornmeal, bags	1 40
Cornmeal, bbls.	2 95
Eggs, hennery	0 26 0 27
Eggs, case	0 24 0 25
Flour, Manitoba	6 25 6 30
Flour, Ontario	5 65 5 70
Lard, compound, lb.	0 10¾ 0 11
Lard, pure, lb.	0 15 0 15¼
Lemons, Messina, per box	3 50 4 00
Molasses, Barbados, fancy	0 37½ 0 38
Oatmeal, rolled	5 25
Oatmeal, std.	5 80
Pork, domestic mess	24 50 27 50
Pork, American clear	25 00 27 50
Potatoes, barrel	1 65 2 25
Raisins, California, seeded	0 07¼ 0 08
Rice, per cwt.	3 85 3 95
Salmon, Case—	
Red Spring	9 25 9 50
Coboes	8 50 8 75
Sugar—	
Standard granulated	4 70 4 80
Austrian granulated	4 60 4 70
Bright yellow	4 50 4 60
No. 1 yelliw	4 20 4 30
Paris lumps	5 50 5 75

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 12.—Trade continues up to average in most lines. Receipts of eggs are increasing, and fresh laid stock dropped to 25c. Creamery butter

is 1c easier to 31c. Cheese remains firm at 15c per lb. Large stocks are reported to be held here. Potatoes are in heavy demand at $1.60 per bag. Grapefruit advanced 50c to $4, and Florida oranges 50c higher to $4. Side bacon is marked up to 19c.

Some Nova Scotia dealers are now importing American cabbage. One Eastern firm got seven tons during week.

Apples, No. 1, per bbl.	....	3 50
Bacon, side, per lb.	....	0 19
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	....	0 15
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 50
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 25
Eggs, cold storage, per dozen	....	0 26
Flour, Ontario, 90 per cent.	4 95	5 05
Flour, Manitoba best, per bbl.	....	6 05
Grapefruit, per case	....	4 00
Hams, per lb.	....	0 19
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Oranges, Florida, per case	....	4 00
Oranges, navel, per case	....	4 00
Potatoes, per bag	....	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25

GOODS HARD TO GET.

A report comes from Peterboro', Ont., to the effect that the new Co-operative Society there is having a difficult time of it securing goods. A store has been bought on which a payment was made and it was intended that it should open some time ago. It had not, however, opened at the beginning of the week.

The trouble has been that the Peterboro' wholesalers would not sell the Society the goods it wanted and it is stated, attempts have been made to purchase in Toronto, Lindsay, Belleville and Kingston, with little success.

MILK KEPT IN REFRIGERATOR.

Health Authorities Claim It Should Not Be in Same Department as Provisions.

Toronto, March 12.—(Special).—An Avenue Road grocer states that a city food inspector entered his place of business recently, and pointing to his refrigerators, ordered the immediate removal therefrom of his stock (which was not large) of breakfast bacon, and cooked ham. Asked for the reasons why he should comply with such an extraordinary order, he was informed by the inspector that it was contrary to the city ordinances to permit hog products to be kept in storage with milk and cream. It was customary for this grocer, as with hundreds of others, to keep his stock of milk and cream in the refrigerator with his meats, but in a lower and separate compartment. What puzzles this grocer is—how can milk and cream tightly sealed be contaminated under these conditions?

Editorial Note.—The Grocer on receipt of the above information, decided to investigate this matter with a view to finding what part of the Ontario Public Health Act included such a regulation. At the City Hall this paper was told that the food inspector was within his rights and quoted the following clause in the Ontario Health Act, Schedule B., Section 114:—

"All milch cows, cow byres and dairies, and all places in which milk is sold or kept for general use, and all cheese-factories and creameries shall be subject to inspection under the direction of the Board; and the proprietors shall obtain permission in writing from the Board, to keep any such dairy or other place in which milk is so sold or kept, or to keep a cheese factory, or creamery, and the same shall not be kept by any person without such permission, which shall be granted after approval of such premises upon inspection, subject to the condition that all such places are so kept and CONDUCTED THAT THE MILK SHALL NOT CONTAIN ANY MATTER OR THING LIABLE TO PRODUCE DISEASE, EITHER BY REASON OF ADULTERATION, CONTAMINATION WITH SEWAGE, ABSORPTION OF DISEASE GERMS, INFECTION OF COWS, OR ANY OTHER CAUSE, and upon such condition being broken the said permission may be revoked by the Board."

The capital letters towards the end of the above are The Grocer's, the reason being that this is the part of the clause bearing particularly on the matter. The health authorities were asked what words applied to the refrigerator case above referred to and the answer was "or any other cause." This evidently permits of very wide interpretation and how it could be applied to keeping bottled milk in a refrigerator with cooked meats is something not easily understood by the layman.

The health officer admitted that if bottled milk were kept covered, there would be little cause for alarm, but there was a possibility that part of the bottle might be sold and the remainder left uncovered in the refrigerator. He stated that as far as the purity of milk was concerned, untainted meats would not affect it. But as milk rapidly took up the odors of meats, as of other things, it affected the taste.

It was, however, pointed out that where a refrigerator had two compartments entirely separated from one another, it would be permissible to place bottled milk in one and provisions in the other.

By P. J. C., Estevan, Sask.

I was pleased to notice recently in your valuable paper (of which I have been a reader for the last five years) an article on "Weight, Measure and Count." I feel I must back up all that was said in the article, knowing that it is absolutely necessary to the success of any grocer to check both weights and number of any articles entering his store.

To enumerate all I have discovered in the last twenty years in the grocery trade would take too much time and space. I say to every grocer to look particularly to the weights of cheese and smoked meats. On smoked meat shipments of about 100 lbs. I find almost without exception a shortage of from 10 to 12 lbs.—that is, of course, allowing for the heavy packing paper that most packers use. When I am charged with 100 lbs. of meat, from 18c to 20c per lb., I'm going to see that I get it, and not pay for 10 or 12 lbs. of paper at these big prices. Packers who do this should be in the paper business I think, as they are surely making more on their paper than on the meat they are selling. I am sure there is quite as large a leak in the goods entering the store as there is in careless clerks giving overweight.

BORROWING TO DISCOUNT; USING OTHERS' CAPITAL.

(Concluded from page 31.)

can, evidently paying no attention to the date on their invoices. They keep their general credit good by showing plenty of resources of various kinds, so find plenty of people ready to sell them. Thus they do business largely on the other fellows' capital—and they seem to get on. In fact, I know of one or two such firms who have made big money and are making it every day. I hear one say that "So-and-so's standing is not so very good, after all—they are always very slow in paying up." But meantime, I note that So-and-so are buying real estate and trading outside quite heavily, having plenty of stuff which, at a pinch, might become readily available. And because they are known to have such stuff, nobody presses them—and their 30-day bills are not paid often in two or three months.

Question is: Do they not manage about as well, maybe, as we who think it the best business to discount?

Oranges Advancing; Tomatoes Decline

Firming up of Primary Orange Markets Heralds Further Local Advances—Tomatoes Arrive in Car Lots — Firmness Expected in Lemon Market—Prospects for Easter Trade Bright.

Florida oranges arriving on Canadian market are meeting with good demand, owing chiefly to fine quality. This week a Toronto dealer has five cars coming in and states that they are arriving in splendid shape. Prices on all oranges are likely to advance owing to heavy demand from all parts of Canada and States since California frost. It is reported that Florida will not be able to meet the demand and that the season for the ordinary varieties will be over in about three weeks. After that Florida Valencias will come forward to meet demand.

Tomatoes are now being shipped from Florida to Canadian markets in car lots, and meet with ready demand. Toronto market alone uses up about a car a day. Trade is expected to keep steady now till on in May.

GREEN FRUITS.—Business in green fruits this week is brisker than it has been for some time past and is beginning to take on hum and bustle of summer business. Trading for Easter is especially good and buying has been more liberal than for some time past. Prices remain same as last week. The importation this week amounted to only about seven or eight cars due to intense cold weather prevailing during past week. As dealers were fairly well stocked up they did not relish risking shipments in such cold weather. It is expected that imports this week will be heavy. Trading in apples has received another set back as the export prices have declined till it is unprofitable to ship. Local demand continues steady with good russets selling at $4.75 per barrel.

Apples, winter varieties, No. 1	2 50	4 50
Apples, winter varieties, No. 2	2 50	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans, cases of 24	....	4 50
Almeira grapes	6 00	7 50
Russets, per barrel	....	4 75

VEGETABLES.—There is little doing in vegetables and it is not thought that much business will be accomplished till after Easter. Florida asparagus has appeared on local market and is selling at $12.00 per case of twelve bundles. Quality of the grass is very good. Strawberries are lower this week selling at 35c to 40c per box. Cabbage is a little higher. American oyster plant has advanced 10c, while cukes are a little easier. Spinach is higher than last week having advanced about 25c per barrel. Boston lettuce is cheaper having declined to $1.35 per crate. New potatoes are easier selling at 6c per pound instead of 7c as last week.

Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Spanish onions, large case	2 35	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 50	1 75
Cauliflower (for single cases $2.00) double	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 50	5 00
Cucumbers, per dozen	2 25	2 50
Leeks, per bunch	....	0 30
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag..	0 72½	0 75
Quebec grades, car lots, per bag.....	0 60	0 65
Quebec grades, small lots, per bag...	0 90	0 95
Spinach, bbl.	....	3 00
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	....	1 35
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	....	0 35
New potatoes, 6c lb. or, bbl.	7 50	8 00
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15

TORONTO.

GREEN FRUITS.—Business on local market has taken on brisker tone during past week so that prospects for good Easter trade look bright. It appears that oranges of all kinds are likely to be scarcer, owing directly to the supply from California having been so greatly reduced. There is at present a temporary scarcity on local market but shipments are expected to arrive shortly. Dealers predict higher prices. Good strawberries are still bringing from 45 to 55 cents per quart. One dealer this week sold a whole tank at 45 cents straight. Poorer quality however are to be found on market at much lower figures.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	....	12 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 80	....	6 50
Hothouse grapes, per lb.	....	1 10
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case..	2 50	3 25
Lemons, Messina	3 50	4 00
Oranges, Florida, ordinary, case	....	3 25
Oranges, Florida, Pineapples variety, case	4 00	4 25
Navels, per case	3 75	4 25
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case..	....	3 75
Oranges, Valencia, large, 420s, case	4 75	5 00
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	4 00	4 50
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	....	5 50

VEGETABLES.—Florida tomatoes are now coming in car lots instead of by express with result that prices have been greatly reduced. Sweet potatoes have advanced from 25 to 50 cents during past week on account of scarcity in South, and it being near the end of the season here. Imported vegetables are all moving a little more freely than week ago, but in Ontario vegetables dulness still prevails. All lines are now low and appear to be still on a declining market.

Beans, wax and green, hamper	4 00	5 00
Beets, per bag	0 60	0 75
Beets, imported, per doz.	....	1 00
Brussel sprouts, per quart box	....	0 22
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)..	0 75	1 00
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 25	3 25	4 00
Celery, Florida, per case	3 50	3 75
Celery, California, per case	....	5 50
Celery, California, bunch of dozen heads	....	1 25
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	1 50	3 00
Egg plant, per crate of 30 to 45	3 50	4 00
French Indive, case of 16 to 17 lbs.	....	5 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	....	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 95	1 05
Parsnips, per bag	0 50	0 65
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Rhubarb, according to size, doz. bunches	0 85	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	3 00	3 25
Sweet potatoes, 50 lb. hamper	1 75	2 00
Water cress, per doz. bunches	....	0 25

Good Finish to Season's Business Expected

Prospects Are for Heavy Trade in Fish During Remainder of Season—Supplies of Fresh Haddock and Halibut Coming in More Freely—Preparations for Commencing Spring Season's Work—Oyster Growers Begin Planting for Next Season.

Trade in fish throughout Lenten season has been satisfactory to dealers, and with another week yet to run it is expected that records will show a fine season's business. During past week, retailers supplying from Montreal have been fairly well stocked so that orders have been light, but a brisker movement is expected before the week is over as heavy stocks will be required to meet increased demand of next week. In Toronto, dealers are now beginning to wind up business so as not to be left with stocks on hand after season closes.

Weather conditions have been more favorable during past week with result that larger offerings of fresh fish have been made. Small boats are now out for spring work and it is expected that the larger ones will be going out in a few days.

Oyster growers are now engaged in cleaning up their beds and getting things into shape for planting next season. Just now no one seems anxious about business. Growers are of the opinion that weather throughout season has been unfavorable, and that they would have done much better under normal conditions.

MONTREAL.

FISH.—Business is a little dull in fish markets this week but a big trade is looked for next week. Trading during Lenten season has been exceedingly brisk right up till two weeks ago when it suddenly took a dull turn but it is expected that demand will be heavy next week as the retailers' stocks will be pretty well run out, and they will be forced to replenish to meet demand during the many fast days next week.

Supplies of fresh haddock are coming forward more freely this week, two cars of haddock being now on way from coast to local market. Halibut is also coming more freely as well as other fresh fish. The demand is pretty well confined to fresh lines as it seems that the public have tired of frozen and salt fish. Frozen fish are selling slowly and there is practically no demand for salt or pickled fish.

Fresh cured haddies are in good supply and are meeting with good demand. Prices are higher than for those put up when fish were cheaper and stored till the present. Fresh cured cost about 1½c more than the frozen haddies. There is also a good demand for salmon, mackerel and smelts for the Italian trade at Easter.

Lobsters, shell oysters, bulk oysters, shrimps and clams are in better demand and a good trade is looked for during Easter week. Many people who would not purchase these expensive fish under other circumstances will do so during holiday season. Small boats are out now but the bigger trawlers will not leave for the "Banks" for about ten days, or at least until the weather is more favorable. With the boats out it will not be long until there are good supplies of fresh fish and in view of this fact several lines of fish went down in price during past week. Stocks of frozen are pretty well cleaned up and there is just about enough left to fill in till new catch comes in.

FRESH AND FROZEN.

Black Sea bass, per lb.		0 12
Bluefish, fancy, per lb.		0 13
Barbotte (dressed), bullheads, per lb.		0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak cod, per lb.	0 06	0 07
Tom cod, new, per bbl.	1 40	1 50
Flounders, per lb.	....	0 05
Haddock, per lb., frozen	0 04	0 06
Haddock, fresh, per lb., by express	0 05	0 05½
Halibut, fresh, per lb.	....	0 13
Herring, frozen, per 100 fish, medium	....	1 80
Herring, large, per 100 lbs.	....	2 25
Mullets, per lb.	....	0 10
Mackerel, per lb.	....	0 10
Pike, dressed and headless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	....	0 15
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	....	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.		0 07
Dry Pollock, 100 lb. bundle, per bundle		6 00
Acadia pune cod tablets, 20 lb. boxes, per lb.		0 10½
Acadia, pure cod tablets, 20 lb. boxes, per lb.		0 10½
Halifax pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		0 07½

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1		10 00
New Labrador herring, per bbl.	5 00	5 50
New Labrador herring, per half bbl.	2 80	3 00
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.		7 00
Lake trout, kegs		7 00
No. 1 green haddock, per 200 lbs.		8 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 25
Holland herring, bbl.	....	10 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 11
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 11
Herring, new, smoked, per box		0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.		0 22
Boneless smoked herring, 4 lb. boxes, lb	0 10	0 11
Ciscoes, per basket	....	1 25

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 25

TORONTO.

FISH.—With Lenten season continuing now for only another week fish dealers are already beginning to clean up stocks and get rid of all winter lines before season finally closes. This week, several lines disappear altogether. Among these are, cohoe salmon, pickerel, haddock and cod in the frozen fish; flounders in the fresh, and Labrador herring in the salted and pickled. Fresh caught steak cod and haddock have been slightly reduced in price and are now quoted at 8 and 7 cents respectively. In fresh fish, cod and salmon are in greatest demand, while in frozen lines whitefish and halibut appear to be most sought after. Owing to great difficulty in securing fresh fish, Easter comes at a poor season this year.

Stocks in oysters are still coming along in good shape, and local dealers are of opinion that considering the way in

which trade has been moving lately, season will be prolonged even after Easter.

FROZEN FISH.		
Halibut, per lb.	....	0 12
Trout, per lb.	0 11	0 12
Qualla salmon, per lb.	0 08	0 09
Sea herring, per 100	....	2 00
Lake Superior herring, per 100	....	3 00
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	....	0 07
Lake Erie herring, per lb. straight	....	0 06
FRESH CAUGHT FISH.		
Steak, cod	....	0 08
Haddock	....	0 07
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Smoked fillets	....	0 12
Smoked bloaters, 60s	....	1 25
Kippers	....	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	....	2 25
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Labrador trout, per keg	....	7 25
Scottish herring, Loch Fyne, per kit	....	1 10
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
No. 1, per lb.	....	0 11
Extra, per lb.	....	0 16

HALIFAX.

FISH.—The arrival here this week of two American fishing schooners for repairs, both of which disposed of their cargoes at this port greatly relieved the condition of local fish market. Halifax dealers bought the fares which consisted of halibut, cod and haddock. The placing of several thousand pounds of halibut on market caused the price to drop from 25 to 20 cents per pound. The fish found a ready sale. Cod and haddock were also of good quality. Lobsters continue scarce and high. Some small lobsters marketed this week sold at $1.50 per dozen.

ST. JOHN.

FISH—Dealers throughout city are pleased with amount of business done over fish counters since commencement of Lent, and look for its continuance up to close. Last week saw fairly good weather for the trade and the catches were up to standard. Haddock and cod as usual were the staples, while Western halibut was also in good supply. There were quite heavy arrivals of Newfoundland herring. American bluefish and whitefish came in as well, although the demand for these lines has never been particularly brisk in St. John. Oyster trade throughout Lent has been most encouraging, supply being good and prices holding firm at 75c quart to retail trade.

NORWEGIAN SARDINES SCARCE.

Fishing Poor After September of Last Year.

A report comes from Stavanger, Norway, to the effect that Norwegian sardines are scarce. The fishing season closed on Feb. 15, and canners of salmon say it must on the whole be described as a failure.

The summer packing season in 1912 was an average one as regards the quantity packed and the quality of the fish was first class. But about the middle of September the fishing came to a standstill. This, in itself, was not embarrassing, as canners are always used to that, since sardines disappear periodically, but invariably return in three to four weeks. The past season, however, made an exception to this rule, and there was practically no fishing whatever from the middle of September till February. Usually the season closes February 1, but owing to the shortage it was held open till February 15 this year.

The report goes on to say that this shortage in connection with other reasons will result in higher prices on the markets abroad, and buyers will in future have to pay higher prices for Norwegian smoked sardines than before. The fishing will be resumed on the 25 of May this year and canners are in hopes that the next season will turn out more satisfactory than the past one.

Use of Better Methods Would Sell More Fish

Opinion of Men Interested in the Catching and Distribution of This Article—Cheap Food Compared With Many Other Lines and Should be Pushed Strongly by the Trade—Conditions of Fishing Industry on Atlantic Coast.

"The fishing this year has not been as good as last in regards to the quantity caught," said H. B. Short, Mayor of the famous fishing town of Digby, N.S., and representing the fish merchants of the Atlantic coast on the Dominion Fisheries Advisory Board, in a recent interview in Montreal with a Grocer representative. "However, when you take into consideration the increased prices realized for some lines of fish, the season financially speaking, is practically the same as last year." Continuing, Mr. Short said, "Conditions seemed to be against the fisherman during the past season. First bait was scarce and curtailed operations to some extent. Then storms interfered and forced the fleets to seek shelter. The storms also had the effect of driving the fish 'off-shore' into the protection of deeper water. A few steamers are out now, in fact, two catches landed this week totalled about 200,000 fish, but the fishing fleets are outfitting now and will put out in about ten days. The outlook for the season's fishing is promising and big catches are expected."

Better Sanitary Methods.

Mr. Short called attention to the sanitary methods employed in handling the fish at the coast and expressed the wish that all dealers would handle the fish exposed for sale in a sanitary way. "If every dealer would only use a little care as some do in displaying his fish, the public would purchase more, but when a housewife sees fish covered with ice and twisted out of shape and thrown in a heap, her appetite is not stimulated and she does not buy. Again, when she buys fish, many a dealer will send it to her uncleaned, and there is nothing that a woman hates more than cleaning fish. Now, if the dealer would only give a little attention to these details he would surprise himself with the increase in his fish sales. By displaying the fish in an appetizing manner and sending them out on deliveries cleaned and boned, the dealer can build up a trade to be proud of," remarked Mr. Short.

A Good Talking Point.

"Some dealers do not seem to take full advantage of the cheapness of fish as compared with many other edibles," he maintained.

"The dealer can use the 'High Cost of Living' as an argument to sell fish. By drawing the customer's attention to the difference in the cost of fresh meat and fish, dealers can give their fish sales a great boost," is the opinion of Mr. Short.

IS SAUSAGE FRESH MEAT?

A curious situation has arisen in Blenheim, Ontario, where in recent years a number of grocers have gone into the sale of cured and cooked meat and of factory sausages. The butchers pay a license fee of $10 and have now complained to the town council that a profitable end of their business has been largely cut into by the grocers handling goods which the former claim to come under the head of fresh meats. The town solicitor's opinion has been taken in the matter, and is to the effect that the decision rests on the constituents of sausage. If fresh meat, the by-law prohibits any but licensed butchers selling them. The grocers are still dealing in sausages, and it is understood that a charge will be laid and a test case made.

Demand for Flour is on the Increase

Good Export Trade From Montreal — Wheat Market Takes Slump—Effect on Flour Market Doubtful—Mill Feeds Moving Freely—Demand Coming for Bran in Car Lots in Toronto—Prices Remain Unchanged on all Markets.

Inquiry on all tbe larger markets for flour has been slightly better during past week, so that now a good steady trade is passing. With demand continuing beavy, an advance would seem probable, but at present so many other features enter market tbat none of the millers feel in a position to make predictions.

On primary markets wheat, oats and corn all took big drop on Tuesday, wheat going down 1⅛ to 1½ cents. This is tbe greatest fluctuation experienced for several months, but whether it will have any effect on flour situation is a question. The cause of this decline was given as the heaviness of stocks in farmer's hands, which are reported as heavier tban for many years.

Mill feeds bave been moving out freely during past couple of weeks and stocks in bran are now becoming mucb reduced. Some dealers predict an advance of $1 before the month is out. Shorts and middlings though moving well, are still in large supply on all larger markets. No change in these is now anticipated.

Receipts of flour in Montreal for tbe week were 6,305 sacks as compared with 14,807 sacks for the corresponding week last year. The exports from Portland and St. John for the week were 44,473 sacks as against 14,807 for the same week the year previous. The stock of flour on spot, in store to-day showed a decrease of 8,711 sacks as compared with week ago and an increase of 60,255 sacks over the corresponding week year ago.

MONTREAL.

FLOUR.—Inquiry for export flour is quite heavy, but in some cases little business has been accomplished. Shipments are being made on booked export orders. Local demand continues steady with little of interest to report. Prices remain firm at last week's quotations and it is not expected that these will be revised for some little time.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Demand for rolled oats is better this week owing to favorable weather. There is steady demand from both local and country buyers for small lots. Tone of market is steady with prices unchanged. Exports of rolled oats from Portland and St. John this week were 3,780 sacks and 9,500 cases as compared with 15,908 sacks and 8,500 cases for same week year ago.

Cereals—		
Rolled oats, in 25 sack lots		2 05
Rolled oats, in single bag lots	2 20	2 25
Rolled oats, in bbls.		4 35
Standard oatmeal, in single bag lots		2 26
Granulated oatmeal, in single bag lots		2 26
Fine oatmeal, in single bag lots		2 26
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels		2 70
Hominy, in 98 lb. sacks	2 00	2 15
Cornmeal, in 98 lb. sacks	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Demand for mill feeds seems to be slackening off and is not as brisk as last week. Prices remain firm and unchanged, altbougb prices on middlings have advanced with some firms. Trading in mill feeds however is still quite heavy and is not confined to any one centre, but is well divided.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Inquiry for flour during past week has been quite beavy as compared with corresponding week in other years. Trading is steady and supply does not appear to be any more than is necessary to meet tbe demand. With present conditions holding, cbances would bid fair for an advance. On tbe other band if spring were to open early chances are that sucb advance would not be made.

"Export trade in flour," said one dealer this week, "is absolutely dead. or at least as nearly so as it is possible to be." Bulk of trade from this point is domestic.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.	....	4 80
Strong bakers, in car lots, per bbl.	....	4 60
Feed flour, in car lots, per ton	....	28 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Owing to mild and open winter demand for oatmeal and rolled oats has not been as heavy as usual. During past couple of weeks, bowever, trade has picked up and now these are moving out fairly freely. Situation is practically same as week ago, with no sign of change.

Millers still find difficulty in securing good quality Ontario white wbeat for manufacturing rolled wheat. Wbeat offering early in season was damp, but now that farmers have kept it for some time, it is in rather better condition. Cornmeal situation remains unchanged.

Rolled oats, small lots, 90 lb. sacks	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls.	....	2 75
Rolled wheat, 5 barrel to car lots	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Trading in mill feeds especially bran and shorts bas been heavy, causing greater firmness in market. Wbile some mills are selling on a car lot basis, otbers refuse to sbip full cars and insist on at least 100 bags best flour going out in car. Demand for bran is beavy and most mills would find good inquiry for car lots were they willing to ship in that way. One dealer states: We are now getting $20 for car lots and are looking for $21 for bran before the month is out."

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	21 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton	26 00	27 00

WINNIPEG.

FLOUR AND CEREALS.—The flour market is altogether featureless, but an improvement is expected with the opening of navigation. Oats are weak and declining and rolled oats should be cbeaper.

Flour—		
Best patents, per bbl.	....	5 40
Seconds, per bbl.	....	4 80
Bakers', per bbl.	....	4 00
Rolled Oats—		
Rolled oats, 80 lbs.	....	1 90
Standard granulated, 98 lbs.	....	2 40
Cornmeal, sack, 98 lbs.	....	1 75
Wheat granules, 98 lbs.	....	2 65
Bales, 16s	....	3 00

Produce & Provisions

Greater Firmness in Provision Market

Light Receipts of Hogs Cause Continued Firmness in Provisions—Butter Market Firm for Choice Makes—Dealers Look to Lower Prices in Near Future—Good Export Trade in Cheese Causes Market to Firm up—Poultry Scarce and in Great Demand—Buckwheat Honey Moving Freely in Toronto.

Owing to light receipts of hogs on all large stock markets prices have been kept continually advancing with resulting firmness in all hog products. Movement in all manufactured pork products during past week has been on increase. Smoked meats have been in good demand and show marked firmness in price. Lard too, continues steady and is moving freely. Demand for all lines is especially good for Lenten season.

Butter market continues steady and firm. For really choice makes full prices at highest figures are readily obtained as owing to scarcity of supplies demand is heavy. Dairy butter at present offering is still strongly marked with feedy, stably flavor, so that for average quality coming demand is poor. With spring advancing there is every prospect for better quality stock being offered and for larger offerings being made so that prospects are for declining market in near future.

Vancouver firms are reported as being overstocked with New Zealand butter and having to work off surplus stocks on the three northwestern provinces.

Cheese market is taking on a much firmer tone owing to increase in export trade and stocks being worked off in that way.

The table below shows receipts of butter, eggs and cheese on Montreal market during past week with comparisons:

Receipts.	Butter, pkgs.	Cheese, boxes.	Eggs, cases.
Week ending March 8, 1913	2,422	10	4,760
Week ending March 1, 1913	1,322	186	3,508
Week ending March 9, 1912	2,751	79	7,443

PROVISIONS.—Provision market remains same as last week with prices unchanged. Hogs are coming forward a little more freely here than for some weeks past but are still behind demand. Demand for smoked meats is excellent and the booking for Easter delivery is pleasing to the trade. Lard is moving freely. There is no new item of interest in the provision market and it is not probable that any change will be announced before Easter.

Long clear bacon, heavy, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 15
Large sizes, 20 to 28 lbs., per lb.		0 16½
Medium sizes, 15 to 19 lbs., per lb.		0 18
Extra small sizes, 10 to 14 lbs., per lb.		0 19
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 17½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 20½
Breakfast bacon, English, boneless, lb.	0 19	0 20
Windsor bacon, skinned, backs, lb.		0 22
Spiced roll bacon, bonelcss, short, lb.		0 15½
Picnic hams, 6 to 12 lbs.		0 14
Ham, cooked, per pound		0 27
Wiltshire bacon (50 lb. sides)		0 18
Cottage rolls, small, about 4 lbs.		0 18
Rolled ham, small, skinned, boneless	0 26	0 26½
Hogs, live, per cwt.		9 85
Hogs, dressed, per cwt.	14 00	14 50
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 14½
Cases, tins, each, 10 lbs., per lb.	0 15	0 15¼
Cases, tins, each 5 lbs., per lb.	0 15¼	0 15½
Cases, tins, each 3 lbs., per lb.	0 15¼	0 15½
Pails, wood, 20 lbs. net, per lb.	0 15	0 15¼
Tubs, 50 lbs. net, per lb.		0 15
Tierces, 375 lbs., per lb.		0 14¼
One pound bricks	0 15½	0 16
Compound Lard—		
Boxes, 50 lbs., per lb.		0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¼
Pails, tin, 20 lbs. gross, per lb.		0 09¾
Tubs, 50 lbs. net, per lb.	0 10	0 10½
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks, 60 lbs. to case		0 11¼
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces		27 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		28 00
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel		None offered
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied hock, 6 lb. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—There is stronger tone in butter market here this week and September and October made creamery has advanced to 32c per lb. This advance went into effect in face of fact that 2,000 packages of New Zealand butter were imported by local dealers during past week and this importation accounts for increase in weekly receipts which were 1,100 packages more than preceding week, but 329 packages less than year ago. There seems to be considerable difference of opinion regarding quality of this butter, yet fact remains that good creamery is scarce. These importations tend to keep butter at present level and it is not thought that higher prices will prevail for some little time.

Creamery blocks, Sept. and Oct. make		0 32
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 30	0 30½

EGGS.—New laid eggs are higher this week and receipts are about same as week ago. Total receipts for the week were 4,760 cases, which is an increase of 1,252 cases over last week but decrease of 2,683 as compared with corresponding week year ago. Demand for eggs is good, especially for new laids which are moving out freely.

New laid eggs, per doz.	0 30	0 32
Selects		0 22
No. 1's	0 18	0 20

CHEESE.—Cheese market has brighter tone owing to increased inquiry from abroad. Illustrative of this demand is the statement that 5,000 boxes were exported in one shipment this week. Receipts were 176 boxes less than last week and 69 boxes less than year ago. Local demand remains about same with prices unchanged but firm.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin		0 15
Stilton		0 18

POULTRY.—There is no change in local poultry market. Supplies are fairly good and demand is excellent for season. However, high prices have curtailed consumption to some extent.

Poultry, Dressed—		
Turkeys, per lb.		0 24
Ducks, per lb.		0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	0 15	0 16
Geese, per lb.		0 14

HONEY.—Trading in honey is dull with few large orders coming in. The orders are mostly for small lots with the exception of those coming from confectionery and biscuit manufacturers. Prices remain unchanged.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS. — Firmness prevails throughout provision market and still there is strong tendency to advance. Receipts at city stock yards continue light so that demand soon snaps up all available stocks. Prices on hogs have advanced greatly since week ago and show signs of further advances in near future. Thus prospects are for high prices continuing to rule in all hog products. Lard keeps firm with slightly better demand.

All meats are moving out especially well for Lenten season.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	....	0 17½
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 22
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 15	0 15½
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14¾	0 15
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	....	9 85
Live hogs at country points	....	9 50
Dressed hogs	....	14 00

BUTTER. — Butter market keeps steady and firm. Cold snap of past two weeks blocked up roads and prevented farmers from making larger offerings. Greater receipts however are expected in short time. Finest grade in dairy continues scarce, and market is still stocked with lot of poor stuff. Demand for creamery has taken on brisker tone during past week. Dealers are taking creamery solids from storage and cutting into prints. These sell at 30 to 31 cents, with good demand. An easing off in price of all lines is expected within next couple of weeks.

	Per lb.	
Fresh creamery print	0 32	0 33
Creamery solids	0 28	0 30
Creamery Prints, per lb.	0 30	0 31
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 22	0 23
Dairy solids	0 20	0 22

EGGS.—Situation here is again slightly easier, although prices are quotably unchanged. New laids are offering freely, and with reasonable prices demand has been on increase. Stocks both of storage and pickled are becoming pretty well cleaned up much to relief of holders. The greater number now on the market are held on contract. But even these will need to be greatly reduced before usual spring speculative market begins.

Eggs—		
Strictly new laid, per doz.	0 26	0 27
Storage, per doz.	0 16	0 20
Pickled, per doz.	0 14	0 15

CHEESE.—Cheese situation remains unchanged and steady. There seems to be quite a lot on this market at present, but it is difficult to ascertain exact condition of stocks. During past week there has again been some trade in export so that prospects are for firmer tone to market.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Fresh birds are in great scarcity and heavy demand so that stocks are snapped up as soon as they arrive. One dealer expressed it thus:—"Buyers are sitting on the cases waiting, when we arrive in the morning." Prices show a tendency to firm up although as yet they are quotably unaltered. Frozen birds too are in good demand, and whole market shows great firmness.

Spring chicks, milk fed, lb.	0 22	0 23
Spring chickens, dressed, lb.	0 17	0 18
Spring ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Prices remain firm seemingly through manipulation for amount selling does not justify such great firmness. No. 1 sold at 10½ cents last fall to the wholesaler so that chances for decline at any time during the season were slight. Buckwheat honey is firming up and showing such great scarcity that almost any price may be obtained for it. With passover near at hand demand has increased greatly among the Jews.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

Push Provision Sales Prior to Easter

Next Week a Good Time to Make Displays and Talk up Cooked and Smoked Meats, Etc.—Since Lent Will be Over, Demand Will be Greater—a Winnipeg Display of Provisions.

Next week is Easter week. Every retail grocer knows what that means from the standpoint of cooked meats, bacon, sausage, etc. A good many Canadians who have been observing Lent have not eaten much of this class of food lately, so that when Easter arrives they will enter upon the new season with sharpened appetites.

It is therefore an opportune time for the pushing of all pork products. A display in one of the windows, or a counter in a conspicuous place in the store given over to cooked and smoked meats and sausage will do much to create sales next week.

That Geo. Nicholson, a Winnipeg grocer pays much attention to the provision end of his business is shown by the accompanying illustration. This window was well laden with all kinds of meats, cooked, smoked as well as fresh fish, sausage, lard, chickens, butter, pickles and meat sauces.

Such a display if used towards end of next week ought materially to assist in selling these lines. In a small window cooked and smoked meats can be effectively shown on platters with probably one or two slices cut. Garnished with lettuce or spinach, it will create a greater desire on the part of the onlooker to purchase.

Fire in the Cowie Building, Ottawa, caused loss estimated at $5,000 to the Mooney Biscuit and Candy Co., and $50,000 to Lowe-Martin, manufacturers of bookkeeping books. Both were partly insured. Other firms also suffered.

A display of provisions shown by Geo. Nicholson, a Winnipeg grocer.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S. For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's aud 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut. cream. in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars. 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes. lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks. per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛. and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes. 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets. 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 60
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins, German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES.

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret. qts., Crown, 50s.	7 50
Claret, pts., Crown, 50s.	5 10
Claret, qts., Cork, 50s.	7 50
Claret. pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1-lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. Bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI CY., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 60

Don't Throw Money Away

by trying to cover the Western territory with salesmen who are only half acquainted with the ground, or who are totally ignorant of it. A territory only half worked might better be left alone. We have a large staff of representatives and five great warehouses in the best sections of the country, and are daily in touch with the entire Western trade.

Why not let us handle your accounts?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

Head Office—WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY

Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at $1.00 the dozen.

Established 1854.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., hbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c bigber.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case...	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's.)	.07½

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean horax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 40
5-lb. tins, 1 doz. in case... 2 75
10-lb. tins, ½ doz. in case. 2 65
20-lb. tins, ¼ doz. in case. 2 60
Barrels, 700 lbs. 3¼
Half barrels, 350 ..... 3½
Quarter barrels, 175 ..... 3¾
Pails, 38½ 1 75
Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case.. 2 75
5-lb. tins, 1 doz. in case... 3 10
10-lb. tins, ½ doz. in case. 3 00
20-lb. tins, ¼ doz. in case. 2 95
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case.... 3 50
5-lb. tins, 1 doz. in case.... 4 00
10-lb. tins, ½ doz. in case.. 3 95
20-lb. tins, ¼ doz. in case.. 3 90
(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case 2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case 2 60
Manitoba, per case 3 00
Saskatchewan, per case ... 3 20
Alberta, per case 3 30
British Columbia, per case. 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz. $0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen $1 90
H. P. Pickles—
Cases of 2 doz. pints ... 3 35
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case $2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case $2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross $2 40
2a size, gross 2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ... 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s .. 45
Black Watch, 12s 45
Bobs, 6s and 12s 46
Bully, 6s 44
Currency, 6½s and 12s..... 46
Stag, 5 1-3 to lb. 39
Old Fox, 12s 44
Pay Roll Bars, 7½s 59
Pay Roll, 7s 56
War Horse, 6s 42
Plug Smoking—Shamrock, 6s, plug or bar 45
Rosebud Bars, 6s 45
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking — Great West Pouches, 8s 59
Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at ..	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at...	.42	.60
Gold Label, retail at....	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen $0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

THERE is no better Magnet to draw and hold the best trade in your neighborhood than

Chase & Sanborn's High Grade Coffees

CHASE & SANBORN

THE IMPORTERS - - MONTREAL

Elgin Brand

SMOKED MEATS

Are Cured To A Turn.

Cured just to that degree which only long years of experience can give. Our pork and beef products are of a supreme quality. Let us demonstrate our claim by sending you a trial order. We handle only the best grade of dairy products, eggs, etc.

A Post Card Order Book sent on request.

The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books

ARCTIC REFRIGERATORS

Lead in the refrigeration world.

For real refrigeration, genuine sanitation, handsome appearance, and handiness, the Arctic has yet to have an equal. If this were not so, there would not be the long list of users throughout Canada that there are. The "Arctic" dry cold circulation is perfection itself.

Send to-day for 1913 catalogue.

We have a full line of our goods in stock.

We build refrigerators to suit your particular requirements.

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

Agents in West: J. UPRICHARD - Regina, Sask.

Quebec and Maritime Provinces: WOLF, SAYER & HELLER

It Will Pay You to Sell
SNAP

Every dealer will eventually realize that it will be to his best interests to sell **SNAP**—then why not get in line at once. There is a good profit to be made in SNAP and the sales multiply rapidly. SNAP is the best hand cleaner on the market, it cleans effectively all dirt, grease and grime, leaving the skin smooth and soft. It will not injure the most delicate hands.

Everybody has use for SNAP.

SNAP COMPANY, Limited
Montreal, Quebec

LEITCH ANCHOR BRAND OAK LAKE

Every Pound Of ANCHOR BRAND FLOUR
IS UNIFORMLY EXCELLENT

and has been so during a quarter of a century, always receiving the same endorsement by householders and bakers as representing the highest degree of perfection attained by Standard Mills the world over.

Exclusively a Manitoba Hard Wheat Flour, milled right in the heart of the Manitoba Hard Wheat Belt that has for many years upheld the reputation as the finest in Canada and that is still the foremost in every respect.

Free, 3 lb. sample bags Sovereign grade will be distributed through Dealers and Distributing Agents.

Leitch Brothers' Flour Mills, Ltd.
"MILLERS OF QUALITY"
OAK LAKE :-: MANITOBA, CANADA
Established 25 years

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Dirt Must Give Way to
Wonderful Soap

It can't withstand the attack of this wonderful cleansing medium. **Wonderful Soap** gets to the bottom and frees the dirt, then removes it without leaving the finest fabric injured or discolored in the slightest degree. Please your customers and profit yourself by selling this satisfactory soap.

THE GUELPH SOAP COMPANY
GUELPH, ONTARIO

SOCLEAN

the original dustless sweeping compound

WILL CLIP THE WINGS OF DUST

Dust that has been the bugbear of housekeepers for years—that has been stirred up every day just to settle somewhere else, is doomed to fly no more if "Soclean" is used on floors and carpets throughout the home.
Get ready for the big Spring clean-up by ordering your stock of "SOCLEAN" now.

SOCLEAN LIMITED
"The originators of Dustless Sweeping"
TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG, Agents for Montreal: HEDLEY M. SUCKLING & CO., Agents for Ottawa; W. R. BARNARD & CO.

There's A Good Profit in Handling the

Humpty Dumpty

Folding

EGG CRATE

These crates are well made and very strong.

Stock a few—put them in a prominent place and you will effect many sales.

Write us for catalog of our Wooden Ware, Brooms, Brushes, Wrapping Paper, Paper Bags, Cordage and Twines.

Walter Woods & Co.

HAMILTON and WINNIPEG

Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable Henry Troemmer Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc. Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

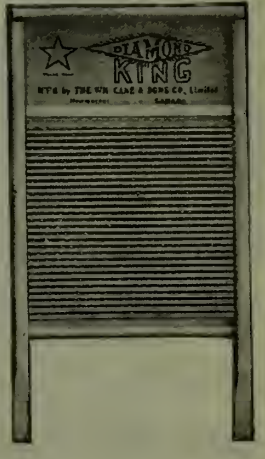
J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

THE QUALITY OF

CANE'S WASHBOARDS

MAKES THEM QUICK SELLERS AND SATISFACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.

Customers can tell at a glance that Cane's Wash Boards are superior to others.

Your jobber has them in all styles and grades.

Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

WORLD RENOWNED
BRAND STUHR.

STUHR'S
GENUINE CAVIARE, ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

Headquarters for Maple Flavor
We can supply anything wanted in Maple Flavor
We can quote BETTER PRICES than you are NOW PAYING
Be sure and ask us to quote—it's to YOUR ADVANTAGE
THOMAS HENDERSON
Manufacturing Chemist
86 FULTON ST., - NEW YORK

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

53 Highest Awards in Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered Trade-Mark
Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Grocery Advertising
By Wm. Borsodi
It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.
PRICE $2.00
ALL ORDERS PAYABLE IN ADVANCE.
MacLean Publishing Co.
143-149 University Ave., Toronto

A want ad. in this paper will bring replies from all parts of Canada.

Merchants and Salesmen!
Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In
BRAIN-POWER BUSINESS MANUAL
125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.
PRICE $2.00
TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.

The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

A WIDE MOUTH

This is one of the features of the QUEEN SQUARE FRUIT JAR. Made in clear white flint glass, with seamless rubber base and smooth polished top with adjustable fastener.

The biggest selling Lightning style Jar in the United States or Canada. This Jar is much superior and should not be confused with the ordinary type of jar.

Sell the Quality Jar during 1913 — the "QUEEN."

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case..$4.20
Banner Condensed Milk, 4 doz. in case...$5.00

J. Malcolm & Son, St. George, Ont.

PARAFFINE

Wax Candles

A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.

THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

The Imperial Oil Co., Limited

Toronto, Winnipeg, Montreal, St. John, Halifax

BISCUITS
from the Old Country

Notice to Grocers and Stores in Canada.

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., Ltd., York Street, TORONTO

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

By Special Royal Permission.

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly.

After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS:

J.W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

THE ELGIN
National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

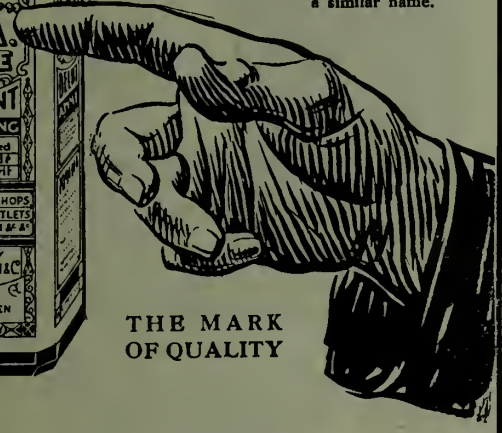
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.



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An introductory size and a certain leader to the larger size. Price **10cts.**

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LONDON, ENGLAND.

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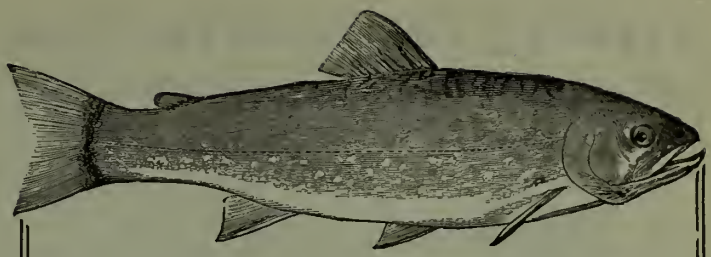

A FISH 5 MINUTES FROM THE WATER

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing — immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

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¼ Oil Sardines	Kippered Herring
¼ Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

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Sell one bottle to your particular customer; we are satisfied that it will bring repeat orders.

Send for prices, etc.

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Mr. Grocer, do you realize the exceptionally big value you can give your customers, by featuring

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SPANISH OLIVES

Customers get quality and quantity—they come back for more.

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Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

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Montreal Representative
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Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited
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JUDGMENT

has already been passed and a verdict given entirely in favor of

PARIS PATÉ SANDWICH

that exquisite delicacy, which has proven so popular in France, and is now being prepared in Montreal.

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PROFIT

PUREST MEATS AND SPICES

only used.

Flavor is retained indefinitely by a special canning and preparing process.

Price is within the reach of every one. One tin constitutes a good meal.

Retailers:—We will ship you, freight prepaid, six tins for 50 cents, as a trial lot.

Correspondence Invited.

Société Francaise de Spécialités Alimentaires

MONTREAL

KING (BRAND) JAM

"Sure, They Want It"

IN KING BRAND JAM

You have a compound jam which is the equal of many so-called pure on the market, and you need have no hesitation in recommending it to your customers.

What We Want

Agents in the different distributing centres in Ontario to look after our business. We have a real good proposition, so write.

Packed in Jars, Cartons, Glass, 5 lb. and 7 lb. pails.

Labrecque & Pellerin

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Especially during house cleaning season your customers will require large quantities of polishers and cleaners. Get a good stock and sell them the leaders.

Brodie's British Plate Powder
Brodie's Cloudy Ammonia
Brodie's Furniture Polish

Brodie's Cloudy Ammonia

Is not a mere mixture of ammonia and water, but a combination of five ingredients which make it absolutely what the housewife has often longed for.

Put up in Pints.

The Brodie Lines Have Merit

Agents Correspond

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MONTREAL

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A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

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¶ Do you ever feel that your present occupation prevents the development of your business talent?

¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

SPRING TIME IS CLEAN-SHINE TIME

A BRILLIANT POLISH WITHOUT A SCUM

Brown's Furniture Polish

An Old Country (English) furniture polish which gives a fine rich gloss and does not leave a scum.

Packed in a very neat jar and sells at a reasonable price. Nothing better for highly polished furniture.

Your wholesaler has **Brown's**. Be sure you get it.

C. C. PARSONS'

TRADE

HOUSEHOLD

MARK

AMMONIA

Introduced 1876

Pure Ammonia combined with substances which give it a cloudy appearance, and which prevent all injurious action.
Will not discolor or injure the finest of fabrics or irritate the hands.
Most people use it in bathing, as it adds that softness to the water which creates a pleasant and refreshing after-effect.

COLUMBIA CHEMICAL WORKS
BROOKLYN, N.Y., U.S.A.
Sole Proprietors
ROSE & LAFLAMME, Limited, MONTREAL

ROSE & LAFLAMME, LTD. - MONTREAL

American Cans

IN SELECTING your **FRUIT** and **VEGETABLE** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE. HAMILTON, ONT.

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

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FOR SALE—FIRST-CLASS GROCERY BUSINESS of the late W. H. Fielding, corner of Woolwich St. and London Road, Guelph, Ontario. Stock at invoice price about 3,000 to 3,200 dollars. Horses, rigs and fixtures about 1,200 to 1,500 dollars. Present lease three years to run. This one of the largest and most profitable grocery businesses in the City of Guelph, and is a snap for a good, live, energetic man. Turnover last year $56,000; rent $35 per month, including house. Terms, cash. For further particulars apply to J. L. Fielding, Guelph. Tenders to be addressed to J. L. Fielding, Guelph, not later than the end of March, 1913.

REPRESENTATIVES WANTED

THE MAKERS OF A WELL-KNOWN LINE of grocers' specialties want to arrange for Toronto representation with some firm already calling regularly on the retail trade. Liberal commission. Box 487, Canadian Grocer, Toronto.

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SITUATIONS WANTED

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A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

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COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

BECAUSE THE REMINGTON TYPEWRITER Company's Employment Department has earned the reputation among stenographers of filling the most desirable office positions, the result is that we place the most desirable class of office help. May we fill your stenographic vacancy? No fees. 144 Bay Street, Toronto.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

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Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Pascall's

ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best

Variety: The Largest

Prices: Right

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Vancouver: C. & J. Jones.

New Brunswick: J. E. Angevine, Hampton.

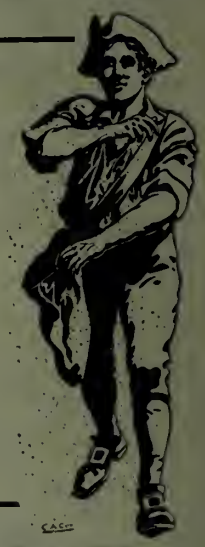
Why not reap the harvest of your bad account seeds? No need to lose on them.

Every dollar you leave on your books is losing money for you every day. You are sowing the seed of loss. Give us a chance to collect all your old accounts. No collection — no charge.

Write for terms.

THE NAGLE MERCANTILE AGENCY

Westmount, Que.



The

CONDENSED AD.

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WILL INTEREST YOU

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COMPLETE YOUR TOBACCO DEPT.
by stocking and selling PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
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189 Amherst St., - - Montreal.

FRUIT PULPS
Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Your Customers will Like—
MAPLEINE

Recommend it to them with a money back guarantee for a "Flavor" that is dainty and different,—
Or to make table syrup by adding to white sugar and water.
Order from your jobber or
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey, 287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT GEO. J. CLIFF, Manager

When writing advertisers kindly mention having seen the advertisement in this paper

CLEAN FLOORS EASILY
without dust, by using the best disinfectant sweeping powder on the market.
"NO-DUST"
Sold in bulk only.
NO-DUST MFG. CO.
8 Market Sq. St. John, N.B.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

DO YOU BUY? SELL?
Maple Sugar
SEASON APPROACHING!
Write Us
Woodman & McKee, Coaticook, Que.

A want ad. in this paper will bring replies from all parts of Canada.

BUY JAMS

7½ to 10% Less on 5 Case Lots

We are prepared to offer values in Jams to the Canadian trade that have heretofore been unheard of. The four brands here listed are standard British and Canadian goods and are in every way A 1 quality and first-class values at the regular prices. For a limited time only we will offer the trade the rare opportunity of purchasing their future supply at these exceptionally low prices.

Write now for a few cases and save money. Compare these prices with what you have been paying.

These Prices Mean Larger Profits for You on Standard Goods — Glance Over Them Now

GRAY'S JAMS (Imported)

Black Currant	16 oz.	4 Doz. to Case	Per Doz.	$1.95
Raspberry	"	" "	"	1.95
Strawberry	"	" "	"	1.95
Plum	"	" "	"	1.60
Red Currant	"	" "	"	1.95
Apricot	"	" "	"	1.95
Marmalade	"	" "	"	1.60

5 Case Lots—Less 10 Per Cent.—Less Quantity—Net.

GRAHAM'S JAMS (Canadian)

Black Currant	16 oz.	2 Doz. to Case	Per Doz.	$.200
Raspberry	"	" "	"	2.00
Strawberry	"	" "	"	2.00
Marmalade	"	" "	"	1.60

3 Case Lots—Less 7½ Per Cent.—Less Quantity—Net.

UPTON'S JAMS (Canadian)

Black Currant	12 oz.	2 Doz. to Case	Per Doz.	$1.00
Black Currant	16 oz.	" "	"	2.10
Raspberry	"	" "	"	2.20
Strawberry	"	" "	"	2.20

3 Case Lots—Less 7½ Per Cent.—Less Quantity—Net.

STEPHEN'S JAMS (Imported)

Black Currant Jam	24 oz.	2 Doz. to Case	Per Doz.	$2.60
Raspberry "	"	" "	"	2.50
Strawberry "	"	" "	"	2.50
Raspberry "	16 oz.	" "	"	2.10
Strawberry "	"	" "	"	2.10
Marmalade	"	" "	"	1.90
Marmalade	24 oz.	" "	"	2.40

3 Case Lots—Less 10 Per Cent.—Less Quantity—Net.

ORDER NOW FROM

CANADA BROKERAGE CO., Limited

9 Front Street East, TORONTO, ONT.

A TIMELY HINT

Secure Extra Profit

FIRST COME FIRST SERVED

---

300 cs. Evaporated Apples,
50 lb. and 25 lb. boxes.

1309 Boxes Valencia Raisins

344 boxes Rowley F.O.S., 28 lbs. .07½c
220 boxes Rowley Selected 7s... .08½c
539 boxes Rowley Selected, 28 lbs. ..... .08c
206 boxes Rowley Layers, 28 lbs. .08½c

IN STOCK and TO ARRIVE

1000 cases **Blanc & Fils** Alimentary Pastes, Macaroni, Vermicelli, Spaghetti, etc.
Valance sur Rhone.

132 boxes Malaga Table Raisins

"COUNTESS," "DUCHESS," "PRINCESS,"
In 22 and 5½ lb. boxes.

LARGE ASSORTMENT OF SALMON AND SARDINES.

All Sizes, All Brands,
Highest Quality, Lowest Prices.

JOB! OREGON PRUNES JOB!
30-40, 80-90 25 lb. boxes.

WRITE, PHONE, WIRE immediately. Your orders will receive prompt attention.

LAPORTE, MARTIN & CIE, LIMITEE

Tel. Main 3766 **568 St. Paul St., MONTREAL**

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WHY NOT PUSH "NUGGET"

WATERPROOF SHOE POLISH

It is a line that will satisfy your customers and shows you a good margin of profit. Right now is the time to get in your Spring stock. Carry a line that is advertised and well known.

Your customers will ask for "Nugget"

The Nugget Polish Co Limited

9, 11 and 13 Davenport Rd. - Toronto, Ontario

The Motor Car *vs.* The Horse

The Motor delivery car will make three distance trips to a horse's one.
Long trips can be made with an auto car, it never tires—a horse must stop to rest.
Deliveries are quick and prompt—a horse cannot be chased continually.
The auto car needs no food when not in use—a horse must be fed continually.
The heat of a summer will not affect a motor car—a horse fatigues very quickly in the heat.

Prompt and efficient service given by a Menard Commercial Car increases trade and builds up business.

The Menard Commercial Car

The MENARD COMMERCIAL CAR is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables the dealer to give a much better service.

Write for information to-day.
It costs nothing.

Menard Commercial Motor Car Company
WINDSOR, - ONTARIO

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Have YOU ever tried to switch her from FIVE ROSES?

Thousands of grocers sell this flour simply because they *couldn't* make her change.

Who has lost sales thereby?

Not he who sells FIVE ROSES, Brother Grocer, since its sales have increased *faster* than the population.

Thus proving that not only does it hold your customers but gets *new* ones for you.

Why have the FIVE ROSES sales increased from 800 barrels to 11,500 since 1888, from 1600 bags to 23,000 bags every selling day?

Every woman has a different reason for sticking to FIVE ROSES—and it is all these reasons put together that have made FIVE ROSES the *best-selling* flour in Canada to-day.

Why should YOU row against the current? Why not make more flour sales with less trouble?

This flour is packed to suit your trade in barrels and halves, and in bags of 7, 14, 24, 49 and 98 lbs.

Won't YOU ask your jobber to-day, or write our nearest office?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"
Capacity, 11,500 bbls. Daily
MONTREAL

Five Roses Flour

Not Bleached LAKE OF THE WOODS MILLING COMPANY KEEWATIN LIMITED TRADE MARK REGISTERED Not Blended

THIS IS THE 1,319th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MARCH 21, 1913 No. 12

How Much of Your Net Profit Do You Get?

YOUR success is determined, not by the volume of your sales, but by the net profit you actually receive. Losses caused by carelessness, mistakes, forgotten charges and temptation must be paid for out of net profit—you have just that much less for your family, your future and yourself.

A modern **National Cash Register** stops losses and increases trade and profits. It shows how much money should be in your cash drawer and how many sales were made by each clerk. It records all charges, bills paid and money received on account.

It insures your getting that part of every dollar which rightfully belongs to you as a fair return on your labor and investment.

Write for further information

The National Cash Register Company
285 Yonge St., TORONTO Canadian Factory: TORONTO

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

These six warehouses situated at the principal distributing points of Western Canada are

At Your Service

along with our resident staffs.

We watch carefully the growth of Western towns and establish branches whenever and wherever we can serve our Principals' interest.

Remember the Jobbers at

Fort William
Port Arthur
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton

are canvassed daily.

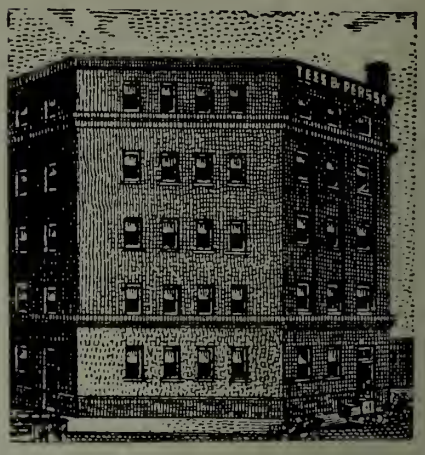
AGENCIES SOLICITED

Address

TEES & PERSSE LIMITED
WINNIPEG

TEES & PERSSE OF ALBERTA
LIMITED, CALGARY

"From the Great Lakes to the Rockies."



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

GRIFFIN & SKELLY Company

Face the inevitable and win trade

The grocer who gets the idea that the public want cheap goods, will get a jolt when he finds that he has been really driving his best trade away from his store to the opposition's, where they can get quality goods.

Face the inevitable now and stock Griffin's Seeded Raisins, etc., and go after the best trade this Spring.

Canadian people want quality goods

Every year shows a tremendous increase in the quantity of first quality goods sold on the Canadian market. People who once use goods that are put up with a view to superior quality rather than low price, will never go back to using the inferior article. The best goods are always the most satisfactory in the long run, both to the dealer and the consumer.

ARTHUR P. TIPPET & CO.

Agents

MONTREAL

Canuck
ROLLED OATS

"The Nation Builder"
—The backbone of the Canadian home

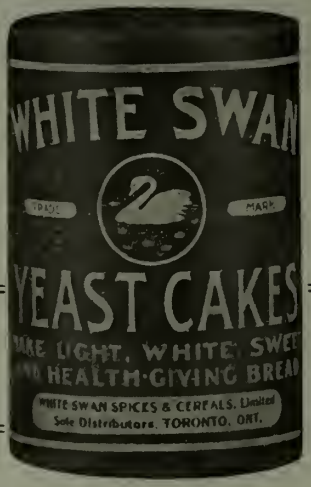
"Canuck" offers the merchant and consumer the best proposition ever resulting from an unparalleled oat yield. Canuck Rolled Oats, besides being of a quality which makes them self-advertising, stand prominently before the Canadian people in an extensive consumer advertising campaign.

The demand is growing every day. Are you supplying or dodging it? Order now from—

J. H. E. Davis, The Chisholm Milling Co., Limited,
109 Youville Square, Montreal, Que.
Fenwick, Hendry & Co., Kingston.
D. Stewart Robertson & Sons, Ottawa.
King & Booth, Hamilton.
Any Wholesale Grocer, or

The Chisholm Milling Company, Limited
Toronto, Ont.

Baking Powder
Coffee
Lye



Jelly Powders
Extracts
Spices

WHITE SWAN SPECIALTIES

Customer Satisfaction is a Valuable Asset

What more valuable asset can you have than an army of satisfied customers? White Swan Specialties have the popular approval of the Canadian housewife, for entire satisfaction accompanies every sale.

WHITE SWAN BAKING POWDER
Every customer you have uses Baking Powder, and they would appreciate an introduction to White Swan as the cakes and pastry made with it are always a success.

WHITE SWAN COFFEE
is the result of scientific blending of the finest coffees procurable, giving a delightful flavor and aroma. A trial order will convince.

WHITE SWAN SPICES
Pickling season is not far distant, and with it the demand for spices of all kinds. You can bank on White Swan Spices for real value and satisfaction.

WHITE SWAN SPICES & CEREALS, LTD., Toronto

Also sole distributors for :—

WHITE SWAN—the yeast that always rises. **White Swan Lye is 100% Pure and 100% Satisfaction**

MERIT and integrity have sustained the high reputation of Borden's Milk Products for over half a century.

BORDEN'S

Milk Products to-day, with their added prestige, are the recognized **leaders of quality.**

Customers know and appreciate the Borden system of sanitation and will buy "Borden Brands," even if the price is a little more than for other brands.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Leading Brand Since 1857

BORDEN MILK COMPANY, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

PURE AS GOLD

HEALTHFUL AS SUNLIGHT CHEAPER THAN BUTTER

EAT AT BREAKFAST

PREPARED IN COPPER KETTLES. BOILED IN SILVER PANS.

PACKED IN GOLD LINED PAILS AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's Seville Orange Marmalade

It will pay you to handle

"STANDARD CONSOMME"

solidified in tubes

The Perfection of CLEAR-SOUP

None better on the Market.

Manufactured by

The Standard Food Co.

89 Westminster Bridge Rd., LONDON, Eng.

AGENTS:

Winnipeg: Buchanan & Gordon

Toronto: The Toronto-European Agencies, 122 Wellington St. West

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

A Dialogue on the High-Cost of Living Problem, Showing Salesmanship Qualities of the Dealer

Mrs. Consumer to Mr. Grocer—"Is there no antidote for the present high cost of living?"

Mr. Grocer to Mrs. Consumer—"Yes, Mrs. Consumer, I can strongly recommend "Simcoe Baked Beans." Here is a can of Simcoe Baked Beans that I can sell at ten cents. The price is no higher than for some years past. It costs you only a trifle more than an equal quantity dried white beans, and still these beans are all ready to serve. If you prefer, I can supply these Simcoe Baked Beans in Tomato Sauce or in Chili Sauce. One tin contains sufficient food for a meal for your entire family and contains as much nutriment as a pound of beefsteak? If you eat Simcoe Baked Beans, you need not worry about the high cost of living."

Mrs. Consumer buys 6 tins of Simcoe Baked Beans and goes home happy in the knowledge that she has a good point in reducing the high cost of living.
Sales are easily created for **"Simcoe" Baked Beans** and the dealer who does not stock this popular food is at a disadvantage to the dealer who does.

Dominion Canners Limited
Hamilton, Canada

SATISFACTION! — DOLLARS!

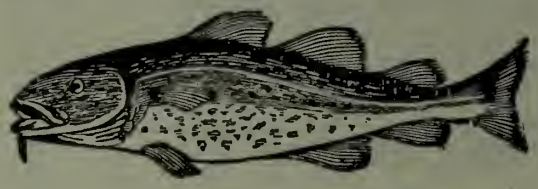
That's the way we want you to feel and that's the way we want to feel ourselves. We're not giving away fish for nothiing, we want "ours" too. But we can allow you such a good profit and supply you with high-class, fast-selling lines that will help you to fill the cash bag and make you happy. It will pay to co-operate with us.

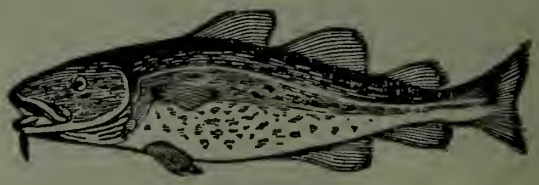
OCEAN BRAND EXCELS

Haddie, Kippers, Bloaters.

SKINLESS FISH.

Eastern Hundreds .....100 lb. Boxes
Eastern Fifties ..... 50 lb. Boxes





BONELESS FISH.

Canada Tablet .....20 lb. Tablets
Canada Crate.....12 2 lb. Boxes
Canada Strip ....30 lb. Boxes, Whole Strips
Atlantic Special..... ..20 lbs., 1 lb. and 2 lb. Bl'ks
Mariner Brand.....25 lbs. Bulk
Cod Bits.....25 lb. Bulk

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

50% Clear

TAKE ADVANTAGE OF

OUR OFFER

We will ship, freight prepaid, 3 doz., or a gross of "Quinquinol," on six months' credit basis. If after thirty days you find the goods unsatisfactory, you can ship them back at our expense.

QUINQUINOL

(Pronounced Kin-Kin-All)

the STOCK FOOD of HIGHEST QUALITY, has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

QUINQUINOL for Horses, Cattle, Sheep, Hogs, Dogs, Poultry, etc., etc., offering you a good opportunity to build up a strong "Stock Food" business with your country patrons. We can show you copies of hundreds of orders received from grocers for **Quinquinol**, surely a guarantee of its great qualities.

50% PROFIT and Exclusive Territory

$4.00 per dozen gallon tins. Retail at $6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted.

QUINQUINOL STOCK FOOD CO.

69 ST. TIMOTHEE STREET, MONTREAL

Don't make out your sales-slips "Fluid Beef," just write "Bovril," for your customers all know it to be the finest beef extract in the world.

Good Profit and no loss from spoilage.

BOVRIL LIMITED, - MONTREAL

CLARK'S PORK AND BEANS

Plain, Chili, Tomato Sauce

Do you ever pause to consider, Mr. Merchant, which is the more reliable MONEY MAKER, the unknown brands which you may sell ONCE IN A WHILE, or the brand which the people KNOW and WHICH SELLS ALL THE TIME?

DO YOU NOT FIND THAT

Clark's Pork and Beans

ARE IN EVER INCREASING DEMAND?

May we tell you some reasons why? CLARK'S aim is to give the public QUALITY. This is accomplished only by using the very finest material and employing the very best methods of preparation.

CLARK'S extensive and continuous advertising is calculated to HELP YOU by keeping the public well informed at all times.

CLARK'S QUALITY RETAINS OLD FRIENDS
CLARK'S ADVERTISING MAKES NEW ONES
CLARK'S GOODS MAKE YOUR BUSINESS GROW

WM. CLARK, - Montreal

OLD MILL CANNED ...GOODS...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES	-	2's H. S.
RASPBERRIES	-	2's H. S.
RED PITTED CHERRIES		2's H. S.
YELLOW PEACHES		2's H. S.
GALLON and No. 3 PIE PEACHES		
GOLDEN WAX BEANS		2's
REFUGEE BEANS		2's
GALLON APPLES		
GALLON RHUBARB		
TOMATOES	-	3's
PUMPKIN	-	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

THE
W. H. Merriman & Co.
WHOLESALE GROCERS and CANNERS
St. Catharines, :-: Ont.

Delicacies of the Royal Family

The reason for the special preference that exists for **Cairns' Jams, Jellies and Marmalades** is the high quality. Royalty, like your patrons, want only the purest to be had in the line of table delicacies.

Step clear of inferior Jams, Jellies and Marmalades, you will not only avoid dissatisfaction with your customers, but will build up a substantial money-making trade.

By Royal Warrants of Appointment to
HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
and for 22 years TO HER LATE MAJESTY QUEEN VICTORIA

Alexander Cairns & Sons
Paisley, Scotland
Canadian Agents:
Snowdon & Ebbitt
Montreal
McLeod & Clarkson,
Vancouver

CENTURY SALT

TRADE MARK

is well advertised and has won the favor of the public. Just stock "Century Salt"—the best for table and dairy—and your customers will keep it moving. We ship promptly.

THE DOMINION SALT Co LIMITED
SARNIA ONTARIO

Stronger Than The Government Standard

The Dominion Government's new Pure Food Law is now being enforced. Lemon and Vanilla Extracts that fall below the Government Standard for purity will henceforth have to be labeled "Compound." There will be no change on the label of

Shirriff's

True Vanilla

as this old reliable extract is stronger than the Government's Standard. It is absolutely pure, as are all other Shirriff's goods. Grocers are absolutely safe in ordering these famous extracts. And they can recommend them to their customers without hesitation, knowing that the purity and quality of Shirriff's Extracts is beyond question.

Look up your stock of Shirriff's Extracts. Very likely you are nearly out of some lines.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

A Money Earner and Money Saver

When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.

We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.

Hamilton, Ontario

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS — Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Do You Handle
WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we **specialize** on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at **extra special** value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

P. F. SHORTCAKE

Should be Stocked by Every Canadian Grocer

See that the Letters P. F. are on each Biscuit

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

Welcomed by the housewife.

This substitute for expensive butter, lard and oil will be welcomed by the economical housewife. It will be welcomed by the woman of discriminating tastes, because of its delicate flavor and absolute purity.

NUT-LARD

(Reg'd)

Nature's own substitute for lard, butter and oil for cooking purposes.

After years of research to find something that would reduce the high cost of living, a nut was found to produce a fat that was scientifically and practically superior to pork lard, butter or any oil.

It is nature's own substitute and not only lessens cooking expense, but is infinitely better for the health, and gives better results in the cooking. Introduce "Nut-Lard" to your patrons. It is delicious and pure.

Send for prices to-day.

MANUFACTURED BY

ROCCA, TASSY & DeROUX
MARSEILLES, FRANCE

Dominion Agent:
J. RUSSELL MURRAY, MONTREAL

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
	Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand and your customers are buying it—SOMEWHERE.

Wide-awake Grocers are making a leading line of

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

MOLASSES

Extra Fancy Barbados

"DaCosta" Brand

The standard of quality. Ask your wholesaler for it and take no other.

L. & B. Banner Brand Jams and Jellies Most Delicious of All

In the question of quality and true fruit flavor of Jams and Jellies, L. & B. Banner Brand is on the top every time: The deliciousness will please your customers.

Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
370 DUFFERIN STREET TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

If wanting car

Corn, Peas or Evaporated Apples

write us

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write

NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
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WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers and Manufacturers' Agents
Domestic and Foreign Agencies Solicited
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H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
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We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
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Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

WOOLLARD & STARRATT
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and WAREHOUSEMEN
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Branches:
Regina, Calgary, Edmonton
Western Agents for
FREDERICK KING & CO.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreigh agencies solicited.

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Wholesale Commission Brokers and Manufacturers' Agents
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Canadian, British and Foreign Agencies Solicited.
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The J. J. TOMLINSON CO.
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Wholesale Grocery Brokers.
Office and Track Warehouse,
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Correspondence solicited on domestic and foreign lines.

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WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
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WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.

BUYING AGENTS WANTED
THROUGHOUT THE DOMINION FOR WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD
1090 Hamilton St., VANCOUVER, B.C.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.
Free for the asking.
We want all to know that we are the leaders. Very few don't.
Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers, kindly mention having seen the ad. in this paper.

A SAFETY-CHECK ON THE CREDIT CUSTOMER

There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a Safety-Check, and the one perfect Safety-Check is found in

ALLISON Coupon Books

Here's How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have La Grippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name.....
With (Name of firm) .....
Street.....
City or town..... Prov.....

Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada: KILGOUR BROS. 21-3 Wellington St. W., Toronto
O. P. McGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN - - N. B.

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

For distinct flavor (not smoky) McCallum's Perfection Scotch Whisky has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

BUY

STAR BRAND

Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

St. Lawrence Granulated

GIVE YOUR CUSTOMERS THE BEST

MAKE SATISFIED CUSTOMERS BY SELLING

N. BRAND C.

JAMS, JELLIES, MINCEMEATS
CATSUPS AND SAUCES

NO BETTER GOODS MADE

NATIONAL CANNERS, LIMITED
HAMILTON, ONT.

A FEW POINTS OPEN FOR LIVE AGENTS. SPEAK SOON.

Flysac Flycatcher

More profit—more sales than with any other.

70 Cents per Box of 50 Pieces
$12,75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.

RICE'S SALT

"The Pure Table and Dairy Salt"

Rice's salt has won its spurs from its absolute purity and uniformity. Once you introduce Rice's your customers will come to you for it again. It brings them back.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

Sanitary Sectional Jar Cases

CREATE a demand for profitable bulk goods. You know just as well as we do that your customers are anxious to buy olives, pickles, brine and vinegar goods of all kinds; fish, etc., in bulk because it's cheaper. Here's a case that solves your problem of displaying these goods attractively, effectively and sanitary. This case will sell goods for you because it is doing it for others.

Capacity of Jars, 2 Gallons Each

Catalog of complete line free.

Write at once for our attractive proposition to "live wires" to represent us in Canadian territory. Many of our representatives clear over $3,000.00 a year.

Koren Manufacturing Company

5402-4 Windsor Ave., N. E. CLEVELAND, OHIO

Japan Teas

We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

COLD WEATHER

More fires at this season than any other

You protect your stock by taking out insurance. Are your books, contracts, sufficiently protected? If not, write us, and we will quote attractive prices on safes, vaults, etc. Easy Terms.

Canadian Scale & Fixture Company

SHERBROOKE, - - - QUEBEC

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue, :-: TORONTO, CANADA

Corn Brooms Of Excellence

THE PANSY BRAND

In this Broom there is nothing but the finest Brush. Soft and pliable, and everything is done in the workmanship to give you the best that can be had.

The "Pansy" Broom will outwear any three Brooms on the market. It is the cheapest Broom you can handle.

H. W. Nelson & Co.
LIMITED
Toronto Ontario

OCEAN BLUE

has won golden opinions because it deserves them. The quality is not merely good, but noticeably good. It never varies. Every grocer can have all the Laundry Blue trade he wants by pushing

OCEAN BLUE.

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

You Might Just Suggest

Turkey and Tongue Potted Bloater

You know from past experience the steady demand there is for cooked meats — just the thing for luncheons, light meals, etc. You cannot put in a stock in that line that will fill the popular demand and give better satisfaction than Brand's Potted Bloater and Turkey and Tongue.

You are absolutely certain of repeats because Brand's quality always satisfies; therefore, you are safe to recommend any of the Brand line to your most particular customers.

There is big profit for the grocer.
Order from your nearest jobber.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

E.D.S. Brand Best by Test

A food product that is known to have stood the test of a Government analyst and stamped "Genuine" will sell to all classes of trade. See Government Bulletin No. 244 on Fruit Jams, and get the standing of E. D. S. Lines.

E. D. S. Jams, Jellies, Marmalades' Catsups, Pork and Beans, Etc.
have a reputation that places them above all other makes.

Being extensively advertised to the consumer, sales are easy to make without preliminaries. The profit is good—the sales are good—what more can a good dealer want?

Made only by

E. D. SMITH
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

The Maximum of Quality

"SALADA"

Tea for twenty-one years has served the public with unequalled quality. Its reputation for reliability in purity and fine flavor has won the public confidence and the enormous demand makes selling easy. There is no uncertainty in handling "SALADA"; both the sale and profit is sure, and every pound you sell advertises you as a dealer in "Quality." Make "SALADA" the leader in your Tea Department and see what it will do for you.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

ONCE AGAIN

Let us remind you to get in your orders for Maple Syrup and Maple Sugar, as the season is about to open.

"PRIDE OF CANADA"

Maple Syrup and Maple Sugar

are distinguished by their absolute purity — government tests have proven the quality. Your fastidious trade will demand the PURE—sell them "Pride of Canada," and you will not disappoint.

Order at once to insure delivery.

Maple Tree Producers' Association, Limited

MONTREAL

Wholesalers!!

With the opening of navigation, retailers are prompted to take advantage of the lesser rates of transportation and trade generally is stimulated. The trade in starch will continue with

Chinese Starch

the leader. Large turnovers in this popular brand are a certainty and wholesalers should get their orders in early.

Get Prices

OCEAN MILLS, Montreal

O. Lefebvre, Prop.

AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE. The blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul Street, Montreal — 30 Church Street, Toronto

Agents for the Dominion of Canada

Crown Brand Corn Syrup

is the syrup that so many people are clamoring for because of its deliciousness when used with pan-cakes, waffles, muffins, etc.

There is a steady demand in every locality for a good syrup—a demand which you can fill, and fill with profit to yourself if you feature "Crown Brand."

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont

Sale of Fly Destroyers Should Now Begin

The Earlier in the Season the Better Because Flies Multiply Exceedingly Fast —Every Dealer Should Make it a Point to Acquaint Customers With Necessity of Annihilating the Pest—Some Interesting Figures on the Spreading of Flies.

Every dealer knows the destructiveness of the ordinary house fly.

It is a carrier of deadly germs and is the direct cause of much of the country's disease.

The fly is a rapid multiplier but one must not entertain the idea that it cannot be annihilated.

Health authorities all over the country are advising the public to exterminate the pest.

The dealer who pushes sales of his fly destroyers has therefore a strong force working hand in hand with him.

Aggressive methods should be planned early to get after this easy spring business.

Some Facts About the Fly.

The more that is known about the fly the stronger will be the methods and talks used by the sales force in selling fly destroyers.

Every winter seasoned fly deposits in the neighborhood of 150 eggs in a favorable breeding spot.

In about ten days' time these eggs are incubated and then we have a colony of 150 extra to fight against. These are all full-grown in the 10 days.

Suppose half the 150 are female flies. Each of the 75 at once begins to deposit 150 more eggs. That makes 11,250.

Half of these, or 5,625 in 10 more days will have deposited 843,750 eggs. In 10 days these are hatched and half of them begin to reproduce.

Again, half of this quantity is 421,875. Each depositing 150 eggs, it will be seen that in another 10 days there will be 63,281,250.

Adding up the entire numbers produced it is found that the huge sum of 64,136,401 flies have been brought into the world in 40 days and all from the one ancestral stem.

The Work of Scientists.

The above figures are not guesswork. They are the outcome of scientific experiment on the part of eminent scientists who have carefully watched the actions and multiplicity characteristics of the common house fly.

It is quite evident, that if the above fly which came through the winter successfully, had been early annihilated there would be many millions less to contend with later on.

As these flies which have been brought into the world this season are killed off, it will further be seen that the ancestral line will be severely broken.

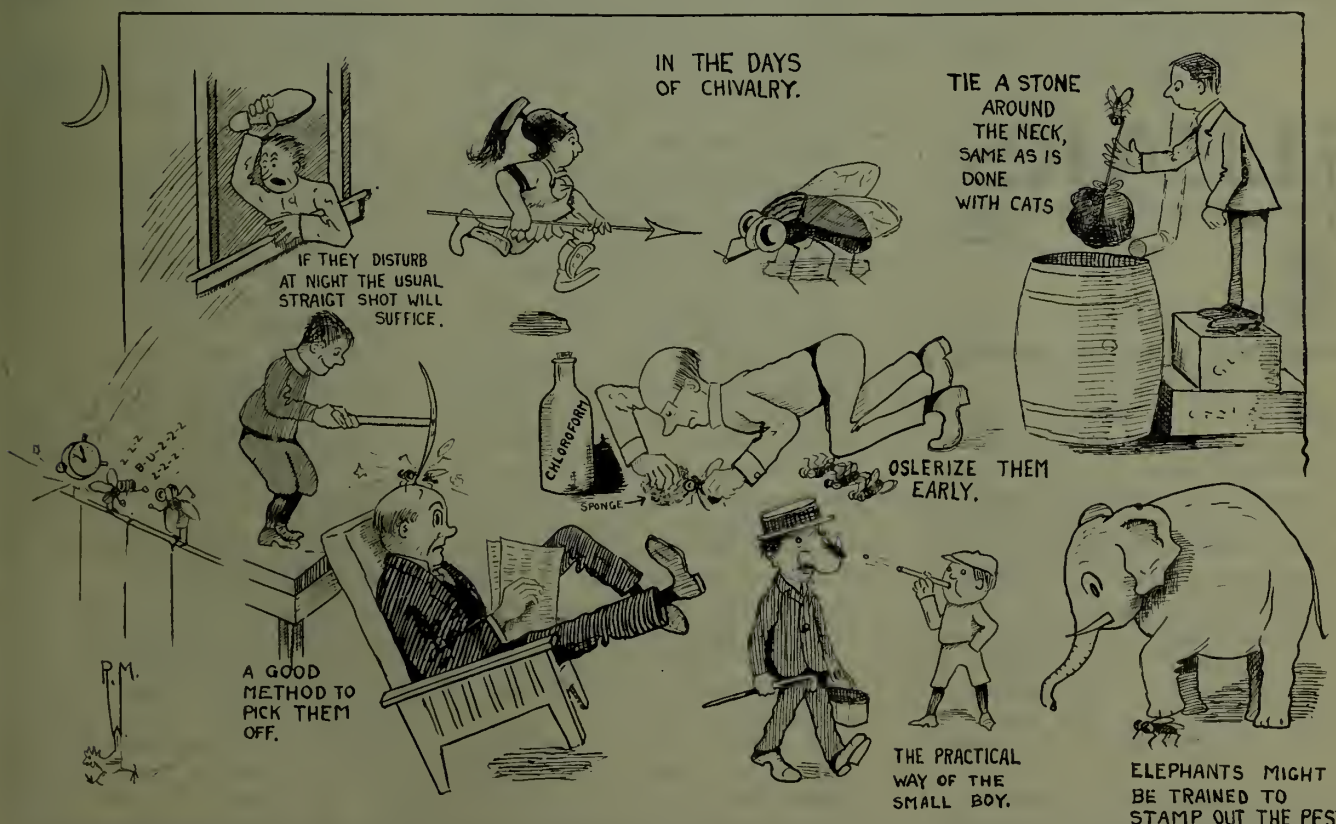
The duty of the retailer who handles fly destroyers should now be to see that the duty of the public in killing off those flies which have hibernated well, is fulfilled.

• • •

A CATCH TURNED INTO PROFIT.

A Method Tried and Found Successful for Selling Fly Destroyers.

Often the dealer has a big selling opportunity thrust right in his path. An instance of this, occurred last summer in a country general store. A new addition had been added to the store and was just being varnished. A great swarm of flies were attracted by the paint and it was imperative that these be gotten rid of before they ruined the work. So the addition was darkened and fly destroyers were placed at one window where the blind was left raised a little way. Sugar and meat were placed in this window to attract the flies and the destroyers were left from Saturday afternoon till Monday morning.


IN THE DAYS OF CHIVALRY.
TIE A STONE AROUND THE NECK, SAME AS IS DONE WITH CATS
IF THEY DISTURB AT NIGHT THE USUAL STRAIGT SHOT WILL SUFFICE.
CHLOROFORM
SPONGE
OSLERIZE THEM EARLY.
BUZZZ
P.M.
A GOOD METHOD TO PICK THEM OFF.
THE PRACTICAL WAY OF THE SMALL BOY.
ELEPHANTS MIGHT BE TRAINED TO STAMP OUT THE PEST.

Getting the upper hand of the house fly. Less barbarous methods are, of course, possible by the use of fly destroyers sold by the retail dealer.

On opening the store on Monday morning the proprietor was surprised to find about a half a bushel of flies in the window. Immediately he saw his opportunity. By sweeping up the flies in other parts of the addition about a bushel of them were obtained. A window was immediately arranged to take advantage of this "ready made salesman."

The floor of the window was covered with white paper. In the centre of the window was placed a bushel basket full of flies turned over on its side with the flies spilled out over the white paper. Across the window in the front of the basket were the words "SWAT THE FLY" written in FLIES. Little piles of flies were placed all around the floor space in the window and a border was made of them.

This conveyed something of the immense quantities of flies there were to be swatted. The background of the display was an arrangement of the fly destroyers used. Across the window outside was a big streamer "SWAT THE FLY" while on the window glass were pasted clippings from newspapers telling of the dangerous nature of the fly.

Inside the store were hung banners and display cards reading "SWAT THE FLY;" "KILL THE FLY WHILE IT IS YOUNG;" "KILL IT NOW AND REST IN PEACE THE REST OF THE SUMMER," etc. Everywhere fly killers were to be seen. Every salesman was enthusiastic over the sale and the proprietor offered a prize of two dollars to the salesman who sold the most fly killers during the sale.

WATCH THE VINEGAR BARREL.

By R.C.B.

Vinegar is sold 10 lbs. to the gallon. The gross tare and net weights are on the end of each barrel. I have weighed and checked in and out each barrel for two years, and find shortage of an average of about 10 to 12 lbs. in each barrel.

Every grocer should buy his vinegar guaranteed weight. He can then weigh his barrel, and mark on it, for instance, short 4 lbs. coming in. When it is empty weigh the barrel and mark, say, 7 lbs. heavy, going out. That makes 11 lbs., which the Vinegar Co. gives credit for.

I find most barrels weigh light in coming in and empty barrels weight heavy going out. Stop the leak.

Preparations for the Convention

Will Be Held in King Edward Hotel, Toronto, April 16 and '17—Visits Being Arranged to Some of the Large Factories—Executive Will Have Souvenir Button—Questions Coming In For the Question Box.

The King Edward Hotel, Toronto has been definitely decided upon as the location of the first annual convention of the Ontario Retail Grocers' Association, on April 16 and 17. The executive have definitely arranged for one of the elaborate and commodious convention halls there which will accommodate 300 or more, so that a large attendance is anticipated.

Secretary Miller also reports that arrangements are under way to have delegates visit several large factories. Already the Pugsley Dingman Co. and Lever Bros. have agreed to take the visitors through their soap factories. The trip will be made by tallyho from the King Edward. A visit will be made also to the factory of Christie Brown & Co. The Reception Committee of the City Council have consented to join in the reception.

Everybody Welcome.

The Executive desire to make it clear that all grocers, general merchants and clerks are invited whether they are now members or not. Everybody is welcome and those who contemplate coming are urged to write Secretary Miller, 632 Yonge St., stating their intention to be present, so that billeting can be arranged in advance. The secretary has also arranged with the King Edward Hotel, headquarters 7th convention, for special rates of $2 a day for a room, and $2.50 for room and bath. He is assured by the officials of the hotel that every hospitality will be extended the delegates.

It has now been found not necessary for delegates to write the secretary for railway certificates. Those coming to the convention have only to make application at their home station for a "Standard Convention Certificate," purchasing a first-class ticket one way.

After registering at the convention every delegate will file his certificate with Mr. Miller, secretary, who will return it promptly filled out which will entitle him to the reduced return rates.

If there are more than 50 and less than 300 present they will be entitled to return to their destination for one-third first-class single fare plus 25 cents, the visiting fee.

These Standard Convention Certificates are available at every railway ticket and station office. All that is necessary is to ask for one.

Arrangements have also been made for an attractive souvenir button emblematic of the grocery trade. This will be in the form of the 'Scales of Justice'

Get Into the Qustion Box.

Retailers are taking a great interest in the Question Box. This should be one of the best educative features of the convention. Already several have come in and many more are expected.

Following is a list of subjects which ought to form profitable discussion:

Should stock be taken on the cost or selling price?

What is the best system of cost marking?

Should profits be reckoned on the cost or selling price?

What per centage of turnover is it necessary to allow for cost of doing business?

Should a uniform per centage for cost of doing business be allowed on the stock or should costs be distributed according to departments?

How often should the stock be turned in the course of a year to insure a reasonable profit on the investment?

What is the best system of charging costs against the various departments?

What appropriation should be made for advertising?

What form of advertising is the most effective?

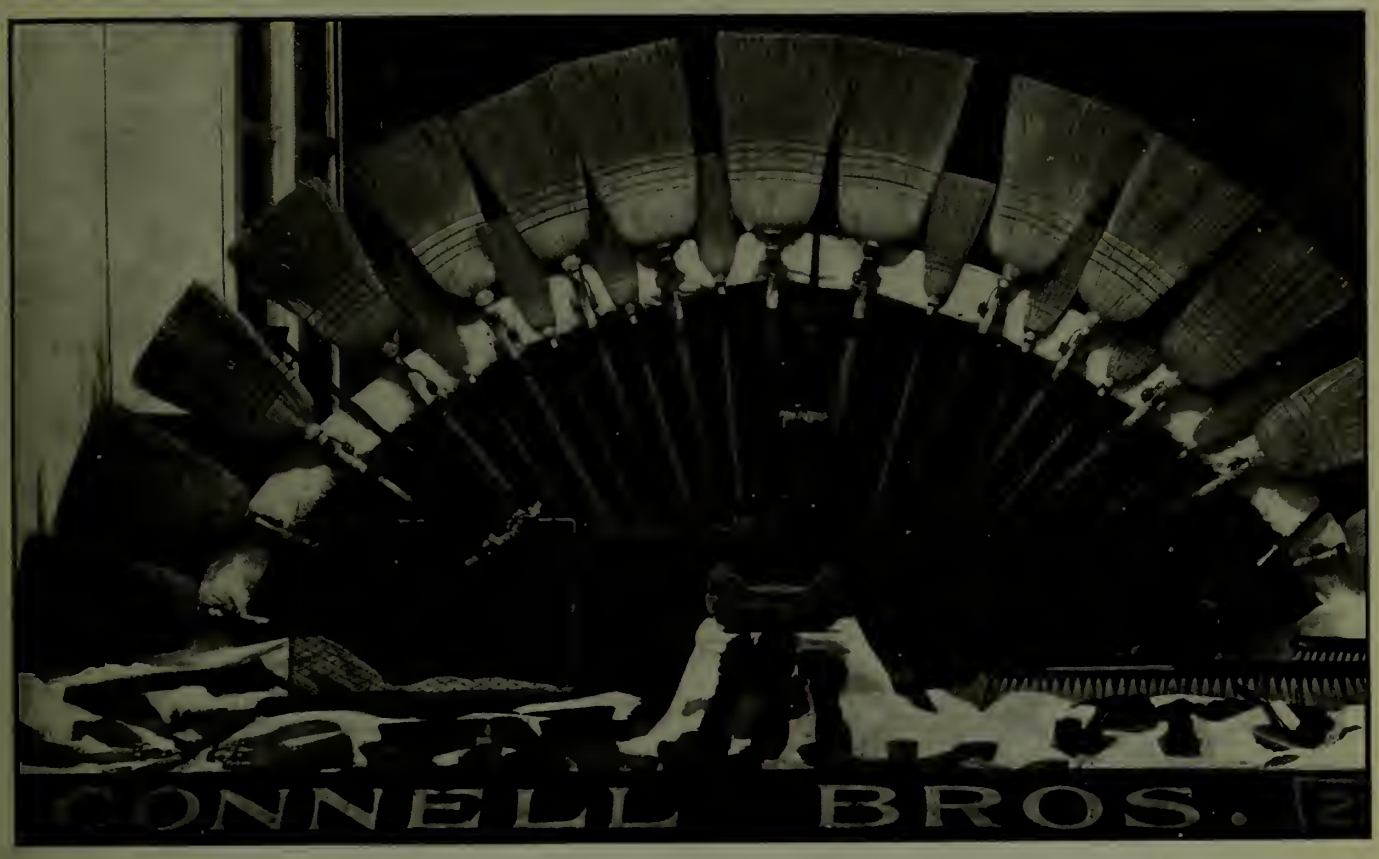
Does it pay to conduct sales at reduced prices?

Does it pay to offer special inducements, premiums, etc.?

What can we do to keep trade at home if a Parcels Post measure is enacted?

How can retailers take advantage of Parcels Post?

Readers interested in having any of these questions discussed or others should at once send them in to the secretary. They will be taken up in the order received. Even if a dealer cannot attend he may send along his questions. But he should be represented in person if at all possible. There will be two profitable and enjoyable days in store.



Suggestion for housecleaning window display featuring brooms. This fan shape design is always effective.

PUSHING HOUSECLEANING LINES

Every Spring as soon as the furnace fire begins to be unnecessary the housewife is reminded that the housecleaning season is on. There are many who even begin prior to that time so that every dealer handling brooms, brushes, cleaning powders, polishes, etc., should immediately begin to prepare for the trade.

Herewith is suggested an attractive broom arrangement. The illustration shows how the brooms are placed in fan-shaped design around a semi-circular frame so that the faces of the brooms stand out prominently. The floor of the window includes brushes neatly placed on a cloth surface.

To-day is March 21, the actual beginning of Spring. Every aggressive dealer recognizes the importance this attaches to housecleaning and should not hesitate to take advantage of the time. Now is the psychological moment and the dealer who is most active in getting any seasonable goods to the front stands the best chance to get the bulk of the business, other things being equal. A display of brooms such as the above might well be emulated by others.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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SWAT THE FLY CAMPAIGN.

Sixty-four million flies in forty days, and all direct descendants from the one stem, indicate what the world is up against from the fly nuisance. As pointed out in an article on another page of this issue, the housefly multiplies with the most astounding rapidity and unless taken early in hand it is bound to be a serious menace to the health and comfort of the people.

It remains for the retailer to stir up among his trade an early demand for fly destroyers. He can do this by demonstrating forcibly by advertising, conversation or other means, the rapid repeating characteristic of a well-wintered fly. If in 40 days, as scientists tell us, 64,000,000 flies can be produced from one, then it is easy for the dealer to obtain the interest of the housewife. Those flies that are now just coming out of winter quarters should be gone after. Every customer should know they should be gone after, and it is up to the dealer then to capitalize the general prejudice that has been created against the fly.

An early campaign now that spring is here should be instituted. The dealer too, should practice what he preaches, and see that steps are taken in his own warehouse and stable yard to prevent flies. Since eggs hatch into full grown flies in 10 days, every bit of refuse about the warehouse and stable should be removed at least every nine days. This eliminates the favorite breeding spots and tends to hold the fly in check.

ANALYSIS OF CANNED TOMATOES.

An interesting bulletin (No. 246) from the Inland Revenue Department on canned tomatoes has reached The Grocer. In it Chief Analyst A. McGill reports that 140 samples gathered in various parts of the country by inspectors have been analyzed and that with but one exception, in which slight decomposition was found, the contents of the cans were in good condition.

This speaks well for the quality of the canned tomatoes being sold on the Canadian markets and demonstrates that retailers can without fear back up with their guarantee goods packed by reliable firms. During the past few years it is evident that the standard of quality of canned tomatoes has been raised considerably.

The report goes quite fully into the solid matter in the various samples. This, Prof. McGill maintains, is the true measure of the value of the article, equal quality being assumed. For instance, out of the 140 samples, 111 were packed in cans with capacity of 37 ounces on an average. The average contents were 34 ounces, and while the average amount of solids was 18 ounces, this varied between wide limits—from 11.2 oz. to 24.3 oz.—which means that some samples had fully twice the value of others. There is no doubt, adds the report, that some regulation is necessary here. The Chief Analyst thinks it would be reasonable to require a minimum of 20 oz. of solids in cans of the size referred to.

The amount of solids referred to are not the dry solid matter of the tomato, but the moist solids retained on cheese cloth. The total contents of the can are poured upon cheese cloth and allowed to drain as long as drops fall at intervals not longer than 5 seconds. The water which passes through is then weighed, and the weight subtracted from the weight of total contents.

Prof. McGill further states in his report to the department that if he is justified in holding that 20 ounces of solids is a reasonable content for a 37 oz. tin, then a medium sized tin of 32 oz. should contain 17 ounces of solids, and a small tin of 23 ozs. should contain 12.5 oz. He suggests that a legalized standard be arrived at.

A KNOWLEDGE THAT PAYS.

To a certain Canadian retail grocer, January meant an increase of some $800 turnover when compared to a year ago. In February he was $3.81 behind, so that on the first two months of the year he has had a substantial increase. February, it should be explained, was one day shorter than in 1912, and if that extra day could have been secured he would at least have been $200 ahead.

This case is not cited particularly to show that business among aggressive dealers is good this year despite a tightness of money, but to indicate how closely this man follows what he is doing.

How many retailers in Canada keep track of the sales each day, week and year and know exactly where they are at? How many can compare to-day, this week and this month with corresponding period of a year ago?

The grocer above referred to is a close student of his business. He has made a substantial success principally because he has had absolutely knowledge of what he is doing. He does not rush into a month blindly, but with the keen foresight of a good general. He knows what he has done before, and how he accomplished it, and with such knowledge is hampered by no obstacles.

Every dealer should know how the business stands each month. If he finds it short of the previous year he should look for the reason. Having found it, he has a strong aid in overcoming the shortage at once.

THE BUSINESS OUTLOOK.

According to The Financial Post, money is still on the tight side, but it sees an easier feeling later on.

During the week, it states, there has been no change in the attitude of the banks. While some dribblings of call loans have been made by them, they are not seeking new business. From one end of the Dominion to the other this policy is being followed. Of many sources from which The Post has sought information as to the money

outlook but a very small percentage complain of lack of accommodation from the banks for purely commercial purposes.

The outlook from the actual manufacturer's standpoint continues very hopeful. From the far east and the far west reports indicate that orders are of such volume as to keep the wheels of industry busy for some months. Enquiries and buying are very strong. Collections are not as good as they might be, but during the week some improvement has been evident.

In the machine factories anticipation of larger business has been stimulated by the invitation for tenders issued by the Canadian Pacific Railway for equipment for their various shops located all over the Dominion. This year the volume required is larger than usual, which fact in itself is a good indication of the outlook for the balance of the year.

THE COLLECTION AGENCY.

There are no doubt many good collection agencies throughout the country, but there are others which are just about as much a deadbeat as some of the parties from whom they make collections.

A Western Ontario grocer told the writer that in his town there was a collection agency which savored much of the latter variety. This agency would not accept a dealer's business unless everything was turned over to them. Their part of the contract was that they always kept 25 per cent. of the entire amount and that they should always keep this out of the first monies collected.

Once they got the full amount that the contract allowed them, the dealer could usually whistle for his share of the money. The worst of it was that the agency usually got after the most likely accounts first, leaving the remainder still on the hands of the grocer. This sort of collecting is not fair and the retail trade would be well advised to have nothing to do with such an agency. There are plenty of good sound agents willing to collect under more favorable circumstances to the dealer and these are the ones that should be employed.

MAKING FOR CLEANLINESS.

The recent action of the Montreal Board of Health in adopting measures to ensure more cleanly handling of foodstuffs, and bread in particular, is to be highly commended, and it is to be hoped that these new measures will be rigidly enforced. Another measure that might be suggested, is one that would correct the practice among some grocers of delivering bread unwrapped.

The other day the writer noticed four loaves of unwrapped bread peeping out from under a pile of charcoal, coal oil cans, etc., on a grocery delivery sleigh on one of Montreal's prominent streets. Here is a condition of affairs that calls for the immediate attention of those in authority. Upon following up the dealer's address, it was found that it was just what one expected to find—a small, unclean, unprogressive, down-at-the-heel looking place. Upon making inquiries, the proprietor bitterly complained of poor business.

"Cleanliness is next to Profitableness," is an excellent motto and one that has brought success to great numbers of merchants. It is one of the things that The Grocer has been harping on for a long time, and it will be many moons before the task will be given up. Whatever else may be left undone, every measure to ensure a more cleanly and sanitary handling of foodstuffs should be adopted.

GETTING RID OF EMPTY BOXES.

This is the season of the year when accumulation of empty boxes impresses itself on the attention of every grocer. It is curious how much waste there is in connection with this item, in view of the increased value of wood.

Ordinary boxes which have contained canned goods, baking powder, dried fruit, breakfast food and bottled goods, are not always easily disposed of, and a box to hold miscellaneous packages is usually charged for by the wholesaler. In cities where there are wholesale grocers, the retailer can usually turn over boxes in good shape for from 2½ to 5 cents each. In Brantford the other day, a pile of nearly 80 empties of various sizes was noticed in front of the store of a Colborne street grocer. The driver was picking them up to deliver to a manufacturing company there, which had bought them for the small boards to use in shipping goods.

Barrels are quite another item, for there is always a demand from certain quarters, not to mention the many uses to which the merchant himself puts them. With apple barrels at 45 cents, farmers are always glad to pay 15 to 25 cents for a sound salt or sugar barrel, and are frequently most anxious to obtain a good molasses barrel. For the latter, of course, they have to pay invoice price. In these days of such narrow margin between profit and loss, there ought to be always some way of turning this by-product into cash.

EDITORIAL NOTES.

Swat the fly now.

* * *

The housecleaning campaign should now be in full swing.

* * *

When you feel down in the mouth, remember Jonah. He came out all right.

* * *

Questions from clerks for the Question Box of the O.R.G.A. will be heartily received.

* * *

Spring opens to-day. See that the farmer has his supplies before beginning the spring work.

* * *

Don't overlook the O.R.G.A. convention on April 16 and 17. There are cheap fares to Toronto.

* * *

Closer relationship among retailer, wholesaler and manufacturer was the slogan at the banquet.

* * *

Food inspectors in Toronto, attached to the Medical Health Department, condemned and destroyed 2,792 pounds of fresh fish during February. Eighty-six gallons of shell fish were also seized. Of the meat condemned and destroyed, 610 pounds were pork, 62 pounds were beef, and 19 pounds were lamb. Could not this waste be prevented?

MacLean Publishing Co.—As we have disposed of our grocery business to F. H. Ferris, he has instructed us to have The Canadian Grocer changed over to him. We found The Grocer a great help in the grocery business. We were in business nine years, and have increased our trade each year, until our ninth year was three times the size of first year. Mr. Ferris is a man of large experience in the grocery business, having been with L. B. Adams & Co. for twenty years. Wishing you the compliments of the season, we are—

Harrow, Ont. CLARKE & CO.

W. J. MELLEN,

A visiting Brantford grocer and a pleasing after-dinner speaker.

D. W. CLARK,

President Toronto R.G.A., who presided over the Banquet.

CHARLES PARSONS,

Parsons, Brown & Co., wholesale grocers, one of the speakers for the wholesale trade.

Closer Union Among the Trade Advisable

So Maintain Retailers, Wholesalers and Manufacturers at Annual Banquet of The Toronto Retail Grocers' Association—Another Successful Gathering Goes Into History—Speakers Include Men in the Three Branches of the Trade—Visitors Present From London, Hamilton and Brantford—All Invited to the Ontario Convention on April 16 and 17.

Special Staff Correspondence.

Toronto, March 20.—After disposing of the cream of tomato soup, olives and celery, as a prelude, and the boiled salmon with Hollandaise sauce, duchesse potato as well as roast Spring turkey, etc., and a generous supply of deep apple pie with ice cream on it, as a follow up, it is no wonder that there should have been some splendid talks and flights of oratory on the occasion of the annual banquet of the Toronto Retail Grocers' Association on Wednesday evening of last week. One of the large dining rooms of the St. Charles was taxed to its capacity to accommodate the hundred and seventy-five or more in attendance.

President D. W. Clark, with vice-president. Neil Carmichael, received the guests and for an hour or more euchre was the order of the evening. Visiting retailers were present from London, Brantford and Hamilton.

The post-prandial speeches were characterized by the discussion on trade questions, particularly that dealing with the relationship among the manufacturer, wholesaler and retailer. There was a splendid representation of all the trades present and the banquet goes into history as the best yet. President Clark in opening the toast list greeted the wholesalers, manufacturers and visiting retailers, whom he was glad to see. "There cannot be too much of this social element in the trade," he said. He read a message from ex-Controller A. Maguire and a telegram from Wes. Williams of T. H. Estabrooks Co., Ltd., who was at Kingston, regretting they could not be present. When due honor has been done His Majesty, the King, the toast to Our Country was patriotically responded to by J. G. Ramsden.

Should Work Together.

J. S. Bond, in proposing the health of the trade, touched a responsive chord when he suggested closer relationship among the three great sections of the trade. "We have here the three branches of the trade," he declared, "and I believe there would be more good accomplished if they all came together more frequently to discuss and adjust their differences. There are wholesalers in the city whom I have dealt with for years and we don't know one another. When there are price changes or drastic changes in policy to be made we should get together and secure one another's opinions."

Chas. Parsons, of Parsons, Brown & Co., wholesale grocers, in response to this toast was surprised that more had not already been done along the lines suggested by Mr. Bond.

"Why not form some sort of a committee," he said, "and let the wholesalers do the same so that we can come together. Much good could be done if such were the case. We can assure you that the profits of the wholesaler are nothing to brag about and there are many misunderstandings in this regard that could be cleared away.

The Wholesalers' Profits.

"We get no more than 10 per cent. and sometimes it is only 5—5 on sugar, 8 on tobacco and 10 on others—and it costs us somewhere around 7½ per cent. to do business.

"It would be to our advantage and yours," he added, "if these conferences were arranged."

Chas. E. Edmonds, of the Christie, Brown Co., recalled the first dinner of the Grocers' Association in 1887, at the Walker House. "There are but a few here to-night," he said, "who were present on that occasion, but I can say that I heard your present president, Mr. Clark, respond to the toast to the ladies on that occasion." Mr. Clark is one of the few living charter members of the Association.

Advantage of the Banquet.

"I agree with Mr. Bond," declared Mr. Edmonds, "that differences in the

W. C. MILLER,

Who proposed the toast to the Sister Associations.

J. S. BOND.

In Mr. Bond's address the keynote of the discussion was touched.

NEIL CARMICHAEL,

Vice-President, who espoused the cause o "Our Association."

trade could be often satisfactorily arranged if we could only come closer together. A banquet such as this is a splendid thing because it is the means of assembling the trade to get one another's viewpoint. The manufacturers have sometimes a difficult proposition in meeting the wishes of the wholesalers and retailers in the city and those outside as well."

Mr. Edmonds congratulated the association on having such a president and vice-president and tendered his wishes for success to the organization; and he hoped there would be more meetings of this character to further the unity of purpose among all the involved interests.

Interests Are Common.

"You are just as necessary to us as we are to you," said Percy Eby, of Eby, Blain, Limited, who considered it highly advisable that the trade should get together to arrange differences. "The suggestion of Mr. Bond is a good one. If the association had a standing committee which could confer with us at any time it would be a splendid idea. In questions of margins, etc., you could give us a good deal of help and we would always be pleased to meet such a committee."

Voice From the Old Land.

It has been seldom in the past that the Old Country trade has been represented at the grocers' banquet, but on this occasion, those present had the pleasure of hearing from Fred. J. Hook, representing Peek, Frean & Co., biscuit manufacturers of London, Eng. Mr. Hook was with Harry Horne, of the Harry Horne Co., agents of the firm here. He expressed the pleasure it gave him to meet the Canadian trade from the Atlantic to the Pacific. He could cordially endorse the sentiments already stated as to the advantages which accrue when the retailer, wholesaler and manufacturer came face to face. Difficulties could be more easily surmounted and the condition of the retailer would be bettered.

"It has always been the custom," he said, "to put all the blame on the manufacturer," and in this connection related a humorous story in support of a suggestion that the retailer change places with the manufacturer.

Traveling in an old English stage coach on the occasion in question, were an old gentleman and a young woman, strangers to one another. Presently the former became uncomfortable and began looking about for a softer berth.

'Are you quite comfortable?' he asked of the woman.

'Oh, yes, quite comfortable,' she replied.

'Don't you feel any draft?'

'No, there is no draft here.'

'And you are sure you are quite comfortable?'' he repeated.

'Yes, quite, this is a delightful corner,' was the reply.

'Then change places with me.'

At this juncture, President Clark announced that the first annual convention of the Ontario Retail Grocers' Association would be held in Toronto on April 16 and 17, when an opportunity would be given the wholesalers and manufacturers to confer with the retail trade.

Grocers Always Reasonable.

Controller Thos. Church responded to the toast to 'Our City.' He told the grocers there was no class in the community doing more to promote the health and prosperity of the city. The grocers, too, were reasonable in their requests at the city hall. "Of all the associations asking for legislation," he said, "there is none more reasonable than yours. Your requests are in the interests of the people. Many others are unreasonable.'

That the present business tax is an iniquity against the merchant, is Controller Chuch's opinion. "You are assessed to the hilt all along the line and it is our hope that this outlandish business tax is wiped off the books before another year goes by. You are paying heavy taxes and are justified in restricting the peddlar on the street. The city was never served more efficiently by the retailer than now and there is no class in the community that has done more to keep down the price of staples than the retail grocer. There is no class which is easier with those who are hard up; the collection agencies know this. We are proud of your association and the work you have done." Mr. Church promised a hearty welcome to the members of the Ontario body on the occasion of their convention in April.

Work of Ontario Association.

The toast to "Our Guests and Sister Associations" was proposed by Wm. C. Miller, secretary of the Ontario Retail Grocers' Association. "It is a great gratification," he said, "to note the splendid representation present from all branches of the trade in the city and those from our sister associations. We bid them all a hearty welcome. These gatherings are always conducive to good results: every time we meet we feel the bonds of friendship drawn closer together.

(Continued on page 32.)

Criticism of Canned Goods Distribution

Retailer Does Not Think the Trade Should Have to Order Before Prices Are Named—Representative of Canning Company Maintains That Retailer is Not Obliged to Purchase Before Prices Are Named—Desire is Get the Goods into Consumption.

Editor, Canadian Grocer:—I have been reading The Canadian Grocer for years, with a great deal of interest and profit, and many suggestions found there have been an inspiration to me in the mode of conducting business.

When I tell you that my business has increased during the past four years from $10,000 per annum to $70,000, it looks like a substantial growth. We have no Grocers' Association here, but I appreciate the efforts of the Association to improve the conditions of the retailers by legislation, and inquiring into prices made by manufacturers.

Now I think the matter of canned goods should be taken up by some organization, and the Grocers' Association is the most effective, as the grocer has it largely in his own hands. It seems to me that the habit we have got into during the past few years of ordering our canned goods before the prices are fixed, has a great deal to do with the high prices. We have to pay, for instance, for nearly all our goods ordered before they are packed.

Then all the canner has to do is state his price, knowing all his goods are sold, you may be sure the price will be high enough to pay good big dividends to the shareholders, besides increased salaries to the managers, and we carry the heavy stock through the winter months, in many cases having to borrow money to do it. If we let the packers and wholesale houses carry the stock till spring, when the demand really begins for canned goods, then we would find the wholesale houses ready to sell at reasonable prices, and we would avoid carrying the heavy stock, paying insurance, interest on capital, risk of fire, etc. Then we would have our money to invest in other ways that would produce a handsome profit, instead of having it tied up in goods that remain in our cellars at least four months, when money is most needed in our business.

Trusting you will find space in your valuable paper to insert the above letter, and if you can add anything to make it more effective I will be pleased to have you do it.

Orillia, Ont. T. B. CRAMP.

* * *

THE CANNER'S VIEWPOINT.

As this is a question particularly applicable to the canned goods trade The Grocer took the matter up with a representative of the Dominion Canners so that both sides of the question could be presented.

"For the past few years, as you know," states this canner, "there has been more or less a scarcity of the staple lines of canned goods. Consequently, retailers have been somewhat prone to speculate. For example: Last year, many of them were able to resell their tomatoes and other lines to wholesalers at a good margin of profit. We believe this resulted in their ordering, in some instances, beyond their regular requirements for sale over the counter.

"The prices this past season were undoubtedly high, that is, too high to permit of much speculation on the part of the middle man, but this was due altogether to a shortage in the pack.

"Our own idea is that when there is a shortage in the supply and prices advance, as a result of the shortage, that the manufacturer is entitled to the benefit of the advance, as he is the one who assumes all of the risks.

Getting the Goods to the Consumer.

"Your correspondent, however, is not under compulsion to buy his goods before the prices are fixed; it is for him to say whether or not he wishes to buy in advance of the pack or wait until pack is ascertained and the prices are named. He has generally bought in advance of pack, because he figures that it is to his advantage to do so, namely, that he is assured of a lower price and a better delivery. Your correspondent is wrong, however, in his deduction that the canner is through when he has sold his goods. In our case, we thoroughly appreciate that goods are not finally sold until they reach the consumer and it must be our aim to put a price on the goods that ensure their getting ino consumption. If the pack is a heavy one, prices must be proportionately low.

"If a study is made during the past few years, it will be noticed that this has invariably been the case, in fact it is only a few years ago that peas were sold as low as 60c per dozen tins. Even at the present time, notwithstanding the shortage, price on some staples are lower than they were last season, and in 1902, before there was any large company similar to the Dominion Canners, tomatoes sold at $1.65 net to the wholesale trade.

Aim of the Canners.

"Our aim is to ultimately pack enough goods in one year to ensure a steady supply until the following year. This, as we mentioned to you before, means increased output of factories and more warehouse facilities. Just when this will come about, it is hard to say. It will largely depend upon the supply and demand, but we thoroughly believe that the retailer's position at the present day as regards canned goods, is much better than it ever was before, for the reason that he buys at prices which ensure the goods getting into consumption. He also has an absolute guarantee of quality.

Subject to Weather Conditions.

"The canning business is a precarious one and the canner has only one opportunity once a year of getting a pack and therefore it is always more or less problematical what the pack is going to be, and as a result of this in all countries, it is the custom to sell, what are known as futures. It is largely a question of good judgment on the part of the retailer whether or not he will buy in advance of the pack or whether he will wait until pack is completed and prices are named. Grocers who place their orders before May 1 save 2½ cents per dozen. Probably four times out of five the retailer will be better advised to buy in advance of the pack. However, as already stated, this is a matter for his own judgment.

"We are looking forward to the day when we will have ample stocks to keep the trade supplied throughout the year and when that time comes, we will then be in a position to keep prices steady and with a fair margin of profit to the manufacturer as well as the dealer."

QUAKER OATS EARNINGS.

The report of the Quaker Oats Company for the year ended December 31, 1912, shows net earnings of $2,429,050, against $1,977,972 in 1911. The balance available for dividends was $2,215,395, equal to 6 per cent. on the preferred stock, and an additional 3.43 per cent. on the common, as compared with 2.48 per cent. earned the previous year. The income account compares as follows:

	1912.	1911.
Net profits	$2,429,050	$1,977,972
Depreciation	213,655	197,877
Balance	$2,215,395	$1,780,095
Dividends	1,040,000	1,040,000
Surplus	$1,175,395	$740,095
Previous surplus	3,526,153	2,786,058
P. & L. surplus	$4,701,549	$3,526,153

President Crowell says: "We spent $361,874 last year for improvements and additions. All plants have been running to full capacity. The Canadian North-West affords a fine opening for our products. All foreign offices reported a successful year."

$4,000 Stock Should Do $40,000 a Year

So Claims Writer Who Maintains Retailer's Net Profits Ought to be 4 or 5 Per Cent.—Duty of the Dealer to His Customers in Selling Pure Foods and in Demonstrating Proper Uses of Various Foods.

*By Henry Johnson Jr.

—— Feb 20, 1913.

Canadian Grocer:—Dear Sirs,—Please do not publish name or city when answering this article.

What percent can a grocer figure clear of expenses, etc.?

What amount of business should you do on a $4,000 to $5,000 stock?

Yours very truly.

It is reasonable for a grocer to hope to make a net profit of 4% to 5% on sales; but it also calls for the closest kind of figuring, most skillful management and most rigid economy in these days of exacting service, liberal wages and the growing tendency on the part of the consumer to leave it all to the dealer, when it comes to the question of system and responsibility. Years ago it was not unreasonable for the retailer to hope to make 6% net or better; but now he must hustle to make better than 3%. Whether this condition will continue to prevail or not depends on whether we can learn to run things some better way than we now do.

Stock Should Turn 10 Times.

Stock should be turned not less than ten times annually and it were better to turn it twelve times. I am frank to say that the turning of it ten times will keep a man pretty much alert; that is, he must buy "early and often", in small quantities, to keep his capital so active. But that is the right way to do. My stock is being turned very nearly twelve times at this writing.

We see, therefore, that $4,000 of stock should be close to $40,000: and $5,000 stock should suffice for $50,000, of overturn. And these totals can be reached, too.

Many of our consumers listen to us only tolerantly. If we offer a suggestion, it is met with a kind of superior-knowledge air, or with an attitude of intolerance of any opinion we may have. Yet is it not reasonable to suppose that we should **know** many things about foods, their uses and proper combinations which the average consumer, or even the consumer above the average, is not at all likely to know?

For instance: Some years ago I tried to get one of my highbrow customers to forego the use of colored peas. She brushed my suggestion aside not exactly as an impertinence, but rather as a stupidity, saying that she was perfectly willing to risk the use of the little copperas contained in all the peas she would ever eat.

Latterly it has been clearly demonstrated that the copperas in the peas, the color in the ketchup, the benzoate in the preserves, made up a total of mixed drugs which, taken together in daily rations, would eventually spell disaster for the most robust digestion. People will listen now—that is, some of them will; and that is a great step in advance.

The Times are Progressing.

Yet even now the habit of "being one's own boss" and having in one's own hand the shaping of one's eating clings. Some people, called most enlightened, cling to the old notions with such reckless indifference to many important things as would lead to the conclusion that all that saves their lives—and the lives of their children—is laws against drug adulteration; and this leaves out all discussion of the covering up of evil conditions which was made possible by the dope-cures. To realize what those old conditions were, you might possibly recall some canneries as they were before 1907.

Changing Demand on Canned Soup.

One lady, a mother of many children and typically that kind of woman, is a case in point. She is enlightened, educated, said to be an "authority" on infant and children feeding. A few days ago she asked for a canned soup of a kind which we are dropping out of stock for three reasons: (1) It is made up with benzoate, of which I do not approve; (2) its sale has dropped way down, manifestly for the same reason; and (3) I have been through the factory wherein it is concocted and know of my own observation why benzoate is "necessary" in its manufacture. Hence, the soup we have on hand has been on hand for over 6 years; is not pushed for sale; is held merely to meet such demands as are imperative for it—so far as present assortment goes—for we shall never buy any more of it.

When this lady asked, therefore, for a variety we had no longer, I asked her why she did not use a certain other brand, telling her how infinitely better it was and also relating, in a word, that the other had benzoate preservative. She said she did not like the flavor of the one I mentioned so well and that "we should not feel so badly about a few drugs because we take much more of those poisons in the way of medicine than we shall ever get in our foods." I did not rejoin—because such rejoiner might readily cost me a customer—that proper selection, combination and use of foods such as a good grocer can always supply her with, would actually do away with drugs — absolutely, altogether — from the daily habit. Yet, as a food specialist and expert, I should have been in position to say just that, and my so saying should have been met with an open mind and willingness to learn.

For instance take grape fruit. Do you, Mr. Grocer, know about grapefruit and how to eat it? Do you know its physiological effect, its place in proper feeding, its economy in the diet? Maybe you do not. Maybe—very likely—you do not eat much of it yourself, feeling that it is too expensive for you. Meantime, you dose yourself occasionally, often feel unfit for the day's work, sometimes pay a doctor for your own or your family's ills. Well, grapefruit is working up hill under terrible handicaps to-day. What good it accomplishes it does in spite of bad usage. It is properly your business and mine to give it a fair show.

To begin with, it is a mistake to think of that luscious fruit as sour. It is not. It is much sweeter than an orange, to the taste properly let alone as well as chemically. Sugar should never be added to grapefruit. It should be cut in two and the pulp be dug out with a spoon and eaten. It is better not to have it "prepared" at all, because, without preparation, it is eaten slowly, the juice is masticated, or, to use Fletcher's term, it is tasted-tasted-tasted, until it goes down the gullet. In this way not only is great gustatory pleasure had from the eating of grapefruit, but the system derives from it the greatest benefit.

Olive Oil and Grapefruit.

But one thing can be added to grapefruit with great profit and much pleasure. That is olive oil. The middle inedible pulp and seeds should be dug out of the fruit and that space filled with any good, pure olive oil. Maybe it should not be filled to start with. Use a teaspoonful for a starter and increase the amount as you become accustomed to the taste. You will drink it in as nectar ambrosia after a while, and you can do it with a clear conscience, too, because here is an indulgence that is good for you

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

—good all the way down—so good that it is hardly conceivable that you should possibly get too much of it.

Get this grapefruit-olive-oil habit and you will never need drugs; your digestive process will be so benefited by this daily morning feed that you will be made younger and fitter daily.

Why is it not a good thing—an important part of our life-mission—to pass this along to such of our customers as will deign to listen to their grocer?

CLOSER UNION AMONG TRADE ADVISABLE.

(Continued from page 28.)

"The Ontario Retail Grocers' Association was organized a year ago by affiliating the London, Hamilton, Brantford and Toronto bodies and others, and taking in all individual members of the trade who desired to join. The executive body has made it a special point to extend the organization during the year and at the same time to guard closely any legislation detrimental to the interests of the trade. Two petitions dealing with amendments to the Garnishee Law and Weights and Measures Act have been widely circulated and there are now some 3,000 signatures attached. These will be presented to the respective governments as soon as our solicitor can arrange the matter.

"The Division Court as it stands today," emphatically declared Mr. Miller, "is rotten, so far as we are concerned, and like a bed of roses to the delinquent and the dead beat.

"We want a large representation of retailers at our convention next month from outside cities and towns," he added, and concluded by thanking Controller Church for his kindness in consenting to entertain the retailers who come.

A Busy Secretary.

Jas. McKenzie, of London, secretary of the association there brought greetings from the London trade and the regrets of President Jno. Diprose who was unable to come. Mr. McKenzie told how the members of the association he represented go regularly to the wholesalers and manufacturers to get the things they believe are due them. Where they cannot see them, they write. They are continually at this work and after the last meeting he had had no less than 42 letters to write as per the associations' motions.

Ed. Hazell, President of the Hamilton Retail Grocers' Association, tendered his thanks for the hearty welcome and reception given the outside deputations and felt sure that much good would result from the gathering.

Brantford, the Telephone City, was represented by five grocers, with W. J. Mellen, past president, as spokesman. Mr. Mellen's address was in his characteristically humorous and expressive strain. "President Clark," he said, has a large field for operations, and he is tumbling to the work."

Involuntary Charity.

Controller Church had alluded to the grocers as being charitably inclined. Mr. Mellen endorsed this. He admitted they were a bit easy, "but," he added, "don't think for one moment it is voluntary on our part. There is a soft side to every man. People must eat to live and when a man tells you he has no money and no work what can you do? You can't let him starve. We open accounts which will remain open to our judgment day. We do good deeds whether we mean to or not," he said, amid laughter.

"There is nothing," maintained Mr. Mellen, "that will pay us bigger dividends than organization. We should be organized to treat with the wholesaler and manufacturer," and he hoped that every retailer would be present at the annual convention of the Ontario Retail Grocers' Association in April and that there would be wholesalers there, too. "We have a score or two to settle up," he added. "Some wholesale speakers have referred to percentages. Percentages for us are not as rosy as they look. If we got all our money we would have a good thing. But we don't and we have also lost practically all our discounts; and while some manufacturers have been able to pay 6 per cent. on common stock and a bonus of 6 per cent., we could not pay 5 per cent. on anything. The manufacturers crowd the wholesaler and the wholesaler us." He again urged every retailer to be present at the Ontario convention; to make a little sacrifice for the good of the cause. He believed that before two years had elapsed, the trade would see amendments to the Garnishee and Weights and Measures Acts passed.

H. W. Thorpe, McWilliam & Everist, wholesale fruiters, was glad to know there was always good feeling between the retail grocery trade and wholesale fruit men and trusted it would continue.

The toast to the travelers was proposed by Ed. Hawes and responded to by Fred. Leyden and Alex. Hutchison.

Build Up the Association.

Neil Carmichael in replying to the toast to "Our Association" contended that there should be 1,000 members in Toronto. The association is for the benefit of ourselves and we should have more members. "We have the social as well as the commercial side to look after," he said, "and it is coming together in just this way that feelings of distrust are dispelled. The business is alright, but it's the estrangement of members that shouldn't be. We want the young element in the trade and I would suggest that the travelers who come in contact with all of us, help us get them.

The toast to The Trade Press was responded to by W. J. Bryans and B. T. Huston, and the ladies were looked after by the two chivalrous knights, David Bell and R. W. Davies.

The entertainment portion of the programme was particularly good, J. McDonald, Jack Wright and Archie Green participating, while F. A. Larkin presided at the piano.

Those present from Brantford were F. C. Harp, J. E. Church, Jas. Burns, F. Hartley, and W. J. Mellen. Ed. Hazell and W. Smye represented the Hamilton, and Jas McKenzie the London association.

Sidelights on the Banquet.

A hundred and seventy-five is a goodly company.

President Clark makes a capital host. Many complimentary remarks came his way during the evening.

Such a small matter as coming a day too early does not affect the Brantford coterie. Better than a day late anyhow.

MacDonald's songs showed that there was a good sprinkling of Scotch blood in the audience. Should have seen Donald McLean's smile.

Dave Bell and R. W. Davies are splendid champions of the ladies. Easy to see they are single.

The suggestion of J. S. Bond that bonds of union be drawn closer together was the cue taken up by many of the speakers. The suggestion could not have come from any man with a name more appropriate.

"Not guilty," was the answer by W. J. Mellen to Mr. Davies' charge against the Brantford contingent regarding their actions of the night before.

"Meet you on the 16th and 17th of April" were the parting words in the hallway.

WITHDRAWING FIXED PRICES.

The Procter & Gamble Co., manufacturers of Ivory Soap, have decided to withdraw their protected price plan pending the result of the United States government suit against the Kellogg Toasted Corn Flake Co. They have notified the United States jobbing trade that the responsibility "for the securing of reasonable profits to compensate you for the handling of our brands will rest with you."

To refuse credit to a spendthrift is to do two men a good turn.

Current News of the Week

Quebec and Maritime Provinces.

Retail grocers of St. John, N.B., are contemplating forming a Retail Grocers' Association.

Robert Reford, president of the Robert Reford Shipping Co., Montreal, died last week. He was formerly in the wholesale grocery business.

Armand Chaput, general manager of Chaput, Fils & Cie, Limited, has arrived home from his three months' trip in Europe, on which he combined business with pleasure. Mr. Chaput states that he had a very enjoyable trip as well as a profitable one. Business is considerably upset by the war scare, but there is a confident feeling that this will blow over.

Ontario.

Bell Bros., grocers, Toronto, have sold to H. Hyde.

Geo. J. Young, grocer, Ottawa, Ont., is succeeded by Craig & Cherry.

Patterson and Giles have taken over the grocery business of T. S. McDonald, Smith's Falls, Ont.

Millbrook, Ont., expects to land a soap factory, and has made an offer through the Council to the promoter.

The H. J. Heinz Co., of Pittsburg, Pa., and Leamington, Ont., are contemplating erecting a factory at Tilsonburg.

Gorman Eckert & Co., London, Ont., are establishing a factory at Leamington, Ont., for the manufacture of tomato catsup.

Jas. Whitehead, grocer and general dealer of Walkerton, Ont., has sold his business to T. R. Murdoff, of Toronto. He was in business in Walkerton for 31 years.

Lindner & Benner, jam manufacturers, Toronto, have moved to new premises at 370 Dufferin Street. They are installing new machinery, and will have a much larger plant for operations.

The large cement dam of the Rob Roy cereal mills, Durham, Ont., was carried away early this week by the spring floods. First estimate of losses was $4,000, but later W. A. McGowan, owner of the mills, put the estimate at from $2,000 to $3,000.

It is stated that as soon as the Trent Valley Canal has been completed the Quaker Oats Co. will increase, probably double, the capacity of their Peterborough, Ont., mill. They are planning to build on the opposite side of the Otonabee River.

A committee was appointed at the last meeting of the London R. G. A. to go into the matter of prices with tobacco manufacturers. The retailers say they will have to raise their prices to the consumer on plug tobacco if they continue to pay present cost.

James Henry Kadwell, conducting a grocery business on Grand Avenue, Chatham, Ont., was attacked by a couple of unknown men on the night of March 15, just as he was leaving his store, and was struck on the head, sustaining serious injuries. The men, alarmed at the cries of the victim's son, who was with him, took to flight without securing the cash box which Mr. Kadwell was carrying.

Western Canada.

N. M. Waldo, grocer, Brandon, Man., has sold to A. H. Pye.

J. B. Kellough, grocer, Winnipeg, is succeeded by J. W. Ross.

The Pioneer Vinegar Works, Ltd., have been incorporated, with head office at Edmonton, Alta. The capital is $50,000.

The assets of the Farmers' Co-operative Store, Ltd., Wetaskiwin, Alta, have been transferred to the Canadian Credit Men's Association, Calgary.

Daniel McIntyre, superintendent of schools, Winnipeg, lectured at the last Canadian Credit Men's Association banquet there. He spoke on the question of technical education.

The A. F. Higgins Co., Roland, Man., have installed an attractive combined counter display case and storage compartment in their grocery department.

MacLeans & Hutchins, general merchants, Battleford, Sask., are succeeded by Burlingham & Speers.

F. D. Cockburn, for the past three years manager of the Winnipeg branch of Comfort Soap Co., has left for Montreal to take charge of the company's interests in that city. Mr. Cockburn has been identified with that company for twenty-five years. Previous to coming to Winnipeg he had been for six years manager of their branch at Montreal, and was moved to the West three years ago as manager of their Western business, with headquarters at Winnipeg. On the eve of his departure for Montreal his friends among the brokers and wholesale grocery buyers of Winnipeg took the opportunity to express their feelings of friendship and respect by presenting him with a beautiful solid gold watch.

Following items are from The Canadian Grocer of March 24, 1893:—

The fact that canned salmon can be sent from British Columbia around the Horn to Liverpool, and afterwards shipped across and sold laid down in Montreal at less than they can be brought direct across by mail, has been demonstrated this week."

Editorial Note.—This item from our Montreal representative 20 years ago demonstrates forcibly the big difference at that time between water and rail rates. To-day it would probably not be quite so great.

* * *

"The firm of Stewart, Harvey & Co., late John Stewart, Son & Co., of Hamilton, are retiring from business, and have sold their entire stock and good will to Balfour & Co., of the same place. Fred Smye and Chas. McIlroy, two of the former firm's most popular travelers, will accompany the stock and good will to Balfour & Co."

Editorial Note.—Balfour, Smye & Co., are to-day in the wholesale grocery business in Hamilton, with Fred. T. Smye, one of the firm's principals.

* * *

"It was with a good deal of surprise that the retail trade Friday last, learned that the Property Committee of the Toronto City Council had reduced the licence fee of pedlars to $10—a drop of two-thirds, and had also removed the restrictions as to streets upon which they were not allowed to follow their avocations. Thus, almost without warning, was undone the work that resulted from the several years' agitation of the retailers of the city in general, and the Retail Grocers' Association in particular. And aside from the question as to whether the licence fee was excessive or not, it does seem that the retail merchants should have been given an opportunity of being heard before the step was taken."

Sugar Situation Firm---Spices Advancing

Canadian Dealers Expect Sugar to Advance—One American Refinery Cuts Prices on Refined Ten Cents—Prunes Easier on All Large Markets—Celery and Cardamon Seed Scarce and Advancing Rapidly—Beans Continue Weak—Paris Green Lists Out and Advance Shown.

QUEBEC MARKETS.

POINTERS,—

Sugar—firm.
Prunes—declined ½c per pound.
Wrapping paper—declined ½c per lb.
Cocoanut—declined ½c per pound.
Coal oil—up 1c per gallon.
Canned salmon—declined 5c.
Beans—sharp decline.

Montreal, March 20.—Easter trading this year is not expected to be as large as last year owing to fact that Easter comes so early. There is persistent feeling among wholesalers that staple lines will continue to decline and it is expected that prices of all staple commodities will command lower prices this year than in former years. Reason for this wholesalers state is that producers have advanced prices until there is hardly a living margin left for them, and as the money markets are tight and collections rather slow wholesalers are holding off refusing to buy till prices are lowered. Retailers are also retrenching to some extent and are not buying as freely as some months ago. Should Europe become embroiled in warfare the situation will become more complicated, but otherwise it looks as if the wholesalers will obtain much lower prices than are prevailing at this writing. Several lines declined quite sharply this week while several other lines are quite weak.

Grey brown wrapping paper is offered at 3c which is a decline of ½c from last week's prices. Manila paper is up ½c and is now quoted at 3½c. Cocoanut is down ½c and bulk goods are quoted at 20 to 22c, according to quality. Prunes have declined ½c per pound all round. Lobsters are a luxury such as only the wealthy may indulge in to any extent. Coal oil has advanced 1c per gallon. Water white is selling at 17½c.

SUGAR.—Local sugar situation remains dormant but liable to advance. There seems to be feeling that sugar has touched bottom and any movement that it takes will be upward. Buying is more liberal than last week which seems to indicate that dealers realize it is time to lay in stocks. New York market is stronger this week with raw quoted at $3.58. Local prices are unchanged, but with advance in price of molasses it is expected that sugar will develop a stronger tone that will carry prices higher than at present.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—Barbadoes molasses for future delivery are up again and are now quoted at 34c to 35c, but this looks like manipulation on part of producers owing to fact that buying at opening prices was limited. The strategy of raising prices to stimulate buying has been resorted to it is said in order to get business. Prices quoted are shaded for any fair sized order and importers here seem to think that advance is merely manipulation which producers will be unable to maintain for any length of time. It is predicted that prices will come down rather than go up as trading is dull and stocks are heavy. Local spot stocks have declined two cents a gallon.

Inquiries for pure maple syrup are coming in with every mail and are much heavier than last year. No new syrup has come on local market as yet and unless weather takes a decided turn it will be some weeks before tapping will begin. However, there is heavy demand for maple flavor syrup which is selling in large volume.

Fancy Barbados molasses, puncheons	0 38	0 39
Fancy Barbados molasses, barrels	0 40	0 41
Fancy Barbados molasses, half-barrels	0 41	0 42
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 37	0 39
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 33¼-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—Prunes took sharp decline of ½c per pound this week on all grades. This is probably result of a too confident attitude of the California growers who demanded a price at beginning of season that was a trifle exorbitant. This curtailed consumption somewhat with result that the growers are facing the prospect of holding over some of last year's pack. In an endeavor to unload, prices have been reduced. To illustrate the dulness of local market it might be stated that two dealers brought in carload of prunes last week and could not dispose of them through the regular channels. Finally they sold them to one of the local merchants at a great loss. Other fruits remain unchanged.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	0 07½	0 08
Choice loose muscatels, 4-crown, per lb.	....	0 08¼
Seedless, new, in packages, 12 oz.	0 07	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08½
Sultana raisins, loose, per lb.	0 11½	0 12
Sultana raisins, 1 lb. cartons	0 12½	0 14
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07½	0 08
Valencia, select, per lb.	0 08	0 08¼
Valencia, 4-crown layers, per lb.	0 08½	0 09
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 07
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowec, loose	0 04½	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12¾	0 13½
Figs, 7 crown	0 13¾	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—There is nothing new to report in the tea market other than that there is still a firm tone to Indian blacks and an increased inquiry for Ceylons. Other than this there is no change worth mentioning here. Prices locally are same as last week.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—There is no change on local market although New York quotes an easier tone, but this is confined chiefly to Rio No. 7 which is not sold on local market to any extent, if at all. The trade here calls for a better grade than this. Other coffees remain steady at last week's quotations. Demand is not as

risk as last week and shows quite a arked falling off.

ocha	0 28	0 29
o	0 21½	0 23½
exican	0 25	0 28
ntos	0 24	0 25
aracaibo	....	0 27
vas	0 30	0 40

SPICES.—There is nothing new in the pice market to report this week. Prices re firm and demand fair for season.

llspice	0 13	0 18
innsmon, whole	0 18	0 20
innamon, ground	0 16	0 20
arsway seed	0 08	0 09
ataria cinnamon	0 25	0 30
loves, whole	0 27	0 35
loves, ground	0 27	0 35
ream of tartar	0 25	0 32
inger, Cochin	0 17	0 20
inger, Jamaica	0 20	0 25
ace	....	0 75
utmegs	0 25	0 30
eppers, black	0 16	0 18
eppers, white	0 27½	0 30
imento	0 15	0 17

RICE AND TAPIOCA.—The demand s steady with prices at last week's evel.

Rangoons—		
ice, grade B, bags 250 lbs.	....	3 65
ice, grade B, bags 100 lbs.	....	3 65
ice, grade B, bags 50 lbs.	....	3 65
ice, grade B, ½ pockets, 12½ lbs.	....	3 85
ice, grade B, pockets 25 lbs.	....	3 75
ice, grade C.C., bags 250 lbs.	....	3 55
ice, grade C.C., bags 100 lbs.	....	3 55
ice, grade C.C., bags 50 lbs.	....	3 65
ice, grade C.C., pockets 25 lbs.	....	3 65
ice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
atna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
rolina Rice	....	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Market unchanged, trading ull and uninteresting.

shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 15½	0 17
Walnuts, Myette Grenobles, per lb.	0 15½	0 17
Walnuts, Marbots, per lb.	0 13	0 13½
Walnnts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
helled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
eanuts—		
American—		
Japanese roasted	....	0 06½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15
ecans, jumbo	0 18	0 19
istachios, per lb.	....	0 75
alnuts—		
Bordeaux, halves, brigbt	0 27	0 28
Broken	0 27	0 29

BEANS.—Ontario 3lb. pickers de- ined quite sharply this past week and re now being offered at $2.25 to $2.40 er bushel. Yellow beans are also some- hat easier as are imported green peas. rading in beans is fair.

Imported white beans, busb.	2 60	2 75
Yellow beans, bushel	....	3 00
Ontario, 3 lb. pickers	2 25	2 40
Imported green peas, Belgium	....	2 75
Yellow peas	2 60	2 70

ONTARIO MARKETS.

OINTERS:—

Sugar—Market firm.

Coffee—Rios and Santos easier.

Spices—Cardamon and celery seeds arce and advancing rapidly.

Prunes—Easier.

Toronto, March 20.—The past week as shown greater signs of activity than for some time in the past. All specialties for holiday trade have been moving freely, and good business has been accomplished. Collections are in rather a better state than week ago. One local wholesale fruit dealer states: "For the past two or three weeks we have hardly known just where we were in collections, but this week things have taken on quite a brighter appearance, and with trade increasing collections ought soon to be in good shape."

SUGAR.—Raws in New York are now up to $3.58 per cent., and sellers are asking $3.61. In face of fact that New York expected an advance and were paying high prices still at middle of the week one of the refiners there lowered their prices 10 cents. This looks as if it were purely a local scheme to get business, and Toronto dealers still expect that the next move here will be an advance. New York refineries are buying on a $3.58 basis and selling on a $3.48 basis, which would indicate that prices are likely to advance soon.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—Here there is practically no change from week ago. Fresh maple syrup has been on the market in very small quantities during past week, but as yet has not been much of a feature.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Orders for dried fruits are small, and as result few are moving. Prunes during past couple of weeks have been easing off, and this week are again easier, though no further change has been made in price. On the primary market prunes are quite active, demand both for domestic and foreign account being heavy. Large sizes are scarce, 30s and 40s being almost unobtainable.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 06
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—The tea situation continues practically unchanged from week ago, firmness still prevailing in better grades, and on poorer grades rather an easier feeling ruling.

COFFEE.—Rios and Santos have again been fluctuating during week, and on local market are quoted slightly lower. No change is to be noted in good washed milds, which continue quite firm on both primary and local markets.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Peppers and cream of tartar are advancing slightly; cloves are high, and cardamon and celery seeds are going up by leaps. Cardamon seeds can scarcely be obtained at all, and are selling to-day in New York at $1.50. Stocks are small and held in the hands of a few. Before two months are over much higher prices are expected in both celery and cardamon seeds, as crops in South are poor.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	26—28	90—0 00	.....
Curry powder	25—35	.....	.....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	20—23	67—0 75	80—0 90
Peppers, white	28—30	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 60	1 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 60
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83

RICE AND TAPIOCA.—Market is altogether without feature. Trading is dull.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06	0 07
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Shelled nuts continue much same as week ago. Almonds if anything are a little stiffer, but only to the extent of a small fraction of a cent. Nuts in shell remain unchanged and quiet.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nnts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Bean situatio nis altogether lifeless. On Canadian beans quality varies so greatly that dealers are taking about what stocks will bring. One dealer this week makes the complaint that he bought a lot of beans which proved altogether different from what he had expected judging from sample.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush.	2 60	3 00
Austrian, mixed, per bush.	....	2 40

PARIS GREEN.—The attention of all general merchants is called to the fact that new lists are now out on Paris green, and show an advance over opening prices last year. Prices are quoted as follows:—250lb. kegs, $19.50; 50 to 100lb. drums, $20.50; cases of 1lb. packages, $22.50; and cases of ½lb. packages, $24.50.

CANNED GOODS.

MONTREAL. — Canned salmon is easier than for some time past and is quoted as follows:—Reds, $2.00 to $2.25 with some well known brands at $2.35; Pinks are $1.25 to $1.35; White salmon, $1.00 to $1.10.

TORONTO.—Stocks in sockeye salmon are running pretty low. These are now all cleaned up at the coast. The last lot, which went to England, were shipped overland. This would indicate that there is a shortage in that country. Poorer grades are still to be had in large quantities. Canneries out at the coast, and on the Fraser river are now making preparations for the opening of the season. This is the big salmon year and harvest is expected to be heavy.

During the past couple of weeks quotations have been made here by outside packers on tomatoes which were lower than the opening prices last year. Local dealers look for cheaper tomatoes this year.

J. A. Sutherland of the T. B. Greening & Co., coffee importers, Toronto, left on Tuesday for a three weeks trip to the Coast.

MANITOBA MARKETS.

Winnipeg, March 20.—(Corrected by Wire).—Signs of spring activity are in evidence on all hands and business is generally conceded to have picked up wonderfully during the last week and the depression of which symptoms were beginning to develop seems to be vanishing with the winter's snow. It is worthy of note that volume of business each week is generally conceded to be in excess of that in corresponding week last year.

There has been good demand for Easter specialties and they are now much in evidence in retailers display.

There are but few changes to note in staple lines. Prunes are easier and beans weak. Sugar, syrups and teas and coffees are steady. The business outlook is considered as favorable.

SUGAR.—There is nothing new to note in the local market for sugars. Prices are steady, supplies ample and the demand is improving.

Montreal and B.C., in sacks	5 15
Montreal and B.C. yellow, in bbls.	4 40
Montreal yellow and B.C. yellow, in sacks	4 35
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Syrup is in fair demand at steady prices and conditions are without features of special interest.

2 lb. tins, per case	2 13
8 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—A marked improvement is noted in the dried fruit trade which is said to be more active than any time since Christmas. Prunes have declined ½ to ¼ cent per pound. All other lines are steady.

	Per lb.	
Prunes—		
90-100s, 25s, s.p.	....	0 05
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06¾
50-60s, 25s, s.p.	....	0 07⅛
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	0 09¼	0 09½
Smyrnas	0 13	0 15
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07⅝
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS & COFFEES.—Advices from Brazil from fairly reliable sources seem to indicate a light crop and a further advance in prices does not seem improbable. Tea prices are steady. The demand for these lines is always good, and quality counts.

Coffee—		
Green Rio, No. 5	....	0 17
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0
Chicory	....	0
Teas—		
China blacks, choice	0 25	0
India and Ceylon, choice	0 32	0
Japans, May picking	0 35	0
Japans, choice	0 35	0

NUTS.—Trade in nuts which has be quiet for some time is beginning to sh a little more activity in sympathy wi all lines of fruits and confectionery.

	Per lb.	
Brazil	0 15	0
Tarragona almonds	....	0
Peanuts, roasted, Jumbos	....	0
Peanuts, choice	....	0
Pecans	....	0
Marbot walnuts	....	0
Grenoble walnuts	....	0
Sicily filberts	....	0
Shelled almonds	0 33	0
Shelled walnuts	....	0

BEANS.—Three pound picker bea have declined five cents per bushel. Ha picked beans are not on the mark Peas and barley are steady.

Beans—		
3 lb. picker	....	2
Peas—		
Split peas, sack 98 lbs.	....	4
Whole peas, bushel	....	2
Barley—		
Pot barley, per sack 98 lbs.	....	3
Pearl barley, per sack 98 lbs.	....	5

WINNIPEG.

FLOUR AND CEREALS.—A redu tion of 5 cents on the 80 lb. sack of ro ed oats has been announced followi the extreme weakness of the oat mark which on authority of the modern mill is not at the bottom yet. Flour is qui and unchanged.

Flour—		
Best patents, per bbl.	....	5
Seconds, per bbl.	....	4
Bakers', per bbl.	....	4
Rolled Oats—		
Rolled oats, 80 lbs.	....	1
Standard granulated, 98 lbs.	....	2
Cornmeal, sack, 98 lbs.	....	1
Wheat granules, 98 lbs.	....	2
Bales, 16s	....	3

WINNIPEG.

PRODUCE AND PROVISIONS.—T best dairy butter is a little higher tha last week's quotations, but on the who the butter market is easier. Manitol eggs are down ½ cent, but with co tinued warm weather, should go low once the big Easter demand is satisfie Lard is firm and cured meats are in d mand. Stocks light.

Lard—		
Tierces, per lb.	....	0 14
1 lb. bricks	....	0 16
50 lb. tubs	....	7 15
20 lb. pails	....	2 80
10 lb. cases	....	8 85
5 lb. cases	....	8 85
3 lb. cases	....	9 00
Cured Meats—		
Hams	0 17	0 20
Bacon	0 19	0 22
Shoulders	....	0 15
Long clear D. S.	....	0 16
Mess pork, bbls.	....	28 00
Butter—		
Creamery	0 33	0 35
Dairy best	0 28	0 29
Dairy, No. 1	0 21	0 22
Dairy, No. 2	0 18	0 20
Eggs—		
Manitoba, per doz.	....	0 21
Storage	....	0 17
Cheese—		
Ontario large	....	0 15
Ontario twins	....	0 15
Manitoba large	....	0 14
Manitoba twins	....	0 15

WINNIPEG.

FRUITS.—The market for gree fruits has shown a decided improvemen with the advent of warmer weather. On tario apples are a little stiffer in pric

ıd cranberries and Seville oranges are) longer on the market.

'ille oranges	....	4 50
essina lemons	....	7 00
alaga grapes, kegs	....	9 00
ıvel oranges, case	4 50	5 00
ınanas, per bunch	2 50	3 50
ılifornia lemons, crate	....	9 00
ashington apples	1 50	2 25
lorida tomatoes, case	....	9 00
ıtario apples	4 00	5 00
ınish onions	....	3 75
lorida grape fruit	....	5 00
alencia onions	....	2 00
othouse rhubarb	....	0 15
rawberries, quart	....	0 50
uerkraut, lb.	....	0 04
otatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet, basket	....	3 50

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 20.—With improved eather conditions and better roads, aster grocery trade promises to be ex-ellent. Retailers report business in ood volume and enormous turnover in ggs. Several important changes in rices are noted. Apples have advanced fty cents to four dollars. Sweet po-ıtoes are up 25 cents to $2.25, and Val-ıcia onions firmer at 2½ c. per pound. ape Cod cranberries have jumped $2.50) $14.00 per barrel and molasses has dvanced five cents per gallon. Bar-elled pork and beef are a little easier.

pples, No. 1, per bbl.	....	4 00
acon, side, per lb.	....	0 19
utter, creamery, per lb.	....	0 31
heese, per lb.	....	0 15
ranberries, Cape Cod, per barrel	....	14 00
ırrants, Vostizzas, per lb.	....	0 08½
nned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 50
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
rnmeal, per bag	1 50	1 55
gs, fresh, per dozen	....	0 25
gs, cold storage, per dozen	....	0 28
our, Ontario, 90 per cent.	4 95	5 05
our, Manitoba best, per bbl.	....	6 05
rapefruit, per case	....	4 00
ams, per lb.	....	0 19
mons, per case	....	5 00
atmeal, std., per sack	....	2 65
ions, Valencias, per lb.	....	0 02½
anges, Florida, per case	....	4 00
anges, navel, per case	....	4 00
otatoes, per bag	....	1 60
isins, Cal. fancy, per lb.	0 06	0 07
lled oats, per bbl.	5 25	5 30
lmon, Sockeye, per case	....	10 25
eet potatoes, per hamper	....	2 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, March 20.—Markets have en quiet during past week. There is me interest in sugar on account of New ork market strengthening, but no ange has taken place here nor is any pected for a short time at least. Mar-et will probably remain same for some me, but eventually is likely to go low-r because of splendid crop looked for. uying is still in small quantities. Eas-r market is bright in some lines, but eak in dairy products. New laid eggs re scarce, and will probably be higher. am and bacon are high, owing to anty supply. Pork continues high and nchanged in price. Bottom has fallen ut of potato market. Prices are much wer. There is practically no demand s stocks on hand locally are heavy and utside markets are not taking any any dealers have large stocks.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	....	1 02½
Corn, doz.	....	1 10
Peas, No. 4	....	1 40
Peas, No. 3	....	1 42½
Peas, No. 2	....	1 45
Peas, No. 1	....	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	....	2 20
Strawberries	....	2 20
Tomatoes	....	1 65
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	0 26	0 27
Eggs, case	0 24	0 25
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15	0 15¼
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 37½	0 38
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	24 50	25 00
Pork, American clear	25 00	27 50
Potatoes, barrel	1 50	1 80
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 50	4 60
No. 1 yelliw	4 20	4 30
Paris lumps	5 50	5 75

EXECUTIVE MEMBER RETIRES.

Toronto R.G.A. Meets — Application From Organizer—Delivery Wagon Insurance.

Toronto, March 20.—(Special).—At the meeting of the Toronto Retail Grocers' Association on Monday night, the resignation of C. Fry as member of the executive was read. Mr. Fry stating that private duties prevented him giving the time he would like to the work. This was accepted and the election of a successor left over until next meeting. There is also the possibility that a fifth member will be added.

S. W. Hall, who is chairman of the committee, dealing with the revision of the by-laws, asked that his notice of motion that they be gone into on Monday night stand over for another month. This was granted.

An application has been made from B. L. Cope, to act as organizer for the Toronto Association as well as the Ontario body. This was left over for the Ontario convention when the matter will be taken up. Mr. Cope has acted in similar capacities in Western Canada where he organized several associations.

On motion of Donald McLean and R. Matthews, it was decided to send out a circular prior to next meeting and before the Ontario convention advising the members of some of the important items to come up and requesting them all to attend.

The executive committee have the work of making preparations for the convention in hand and as this work will be quite heavy from now on, President Clark decided to add the following names:—S. W. Hall, C. F. Thorne, R. Matthews, J. S. Bond, and D. McLean.

The question of insurance of delivery wagons against injury to pedestrians was under discussion and it was the general opinion that this was a good thing. One member stated that it cost him only $8.45 per year for $10,000 insurance—that is, the company would pay law court damages up to that amount in case of death.

Preparations for the O.R.G.A. convention were discussed and from the plans underway the visitors are going to be given a hearty reception. Large crowds are anticipated from London, Hamilton and Brantford as well as several from other cities, towns, and smaller places.

MERCHANTS TO MEET IN REGINA.

Regina, Sask., Mar. 20.—A convention of retail merchants from all over Saskatchewan will be held in Regina on May 5, 6 and 7. The plans for the big gathering are well under way, and representatives of the committee having the matter in hand have visited Moose Jaw and Saskatoon to outline to the retailers there the work of the convention and the subjects which will come up for consideration.

The convention will be largely educational in its scope, the object being to better trade conditions in this Province from the retailer's point of view. Among the subjects to be discussed are fire insurance; banking; credits, wholesale and retail; salesmanship, including the putting on of sales, costing and buying; freight traffic in all its aspects, including the claims end; a simplified form of retail bookkeeping; profitable handling of produce.

Addresses will be delivered on these and other subjects by men who understand the subjects with which they will deal.

The usual convention rates will be secured on the railways, and the local committee is taking the necessary steps to provide for the proper entertainment of all visitors.

GROCER LETTER BOX.

Editor Canadian Grocer.—Would you please give me the name of some solution that would do for spraying stable yards and stables to prevent flies, and directions for preparation of same.

Cache Bay, Ont. FLY HATER.

Editorial Note.—Zenoleum is recommended as a good article for this purpose. A spoonful dissolved in a couple of gallons of water makes a strong enough solution. Drug stores and hardwares usually handle this line.

Holiday Causes Increase of Fruit Trade

All Oranges Show Signs of Further Advances — Grapefruit in Heavy Demand and Liable to Rise in Price — Dealers Buying Lemons Ahead—Apples Firmer—Potatoes Show Temporary Firmness in Toronto.

Florida grapefruit is much stronger and shows signs of advancing. Small quantities of Cuban and Isle of Pine grapefruit are arriving and are now on the market. These are of excellent quality, though of rather inferior appearance. Demand for grapefruit has increased to such an extent that they are now becoming almost a necessity instead of a luxury.

MONTREAL.

GREEN FRUITS.—There is brighter tone to fruit market this week, although colder weather will tend to check business a little, but now that winter is breaking up business will continue to increase until it takes on the hum and bustle of the summer's rush.

Apples are firmer under heavier demand from local points. Bananas are quoted a little lower, owing to greater quantity of cheaper grades. Lemons are a little easier owing to slump in New York and great quantity of lemons now in sight. It is stated that there are 191,000 cases of lemons now in sight and 50,000 of these were on sale in New York at beginning of the week. California navels are quoted a little higher, while Mexican oranges are much lower, selling at $1.50 to $2.50. Florida oranges are quoted at $4.00 to $4.50.

New fruits are coming, Californa Winter Nellis pears arriving this week and selling at $5.00 per box of about 15 dozen. They are of excellent quality.

Apples, winter varieties, No. 1	2 50	4 50
Russets, per barrel		4 75
Apples, winter varieties, No. 2	2 50	3 00
Bananas, crated	1 75	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 50
Oranges, Valencias	3 75	5 00
Oranges, Mexican	1 50	2 50
Pineapples, Cubans, cases of 24	....	4 50

VEGETABLES.—There is nothing now in vegetable market this week worthy of mention here. Trading is dull and uninteresting with a few price changes. Celery is a little lower, being quoted at $4.25 to $4.50, while strawberries are selling a little higher than last week bringing as high as 40c in some instances. Three cars of Florida tomatoes arrived this morning and are selling at $3.25 for fancy and $2.50 for choice. Potatoes are a little easier this week, owing to milder weather of last week allowing farmers to market their stocks.

Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Spanish onions, large case	2 35	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 50	1 75
Cauliflower (for single cases $2.00) double	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 25	4 50
Cucumbers, per dozen	2 25	2 50
Leeks, per bunch	....	0 30
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag..	0 67½	0 70
Quebec grades, car lots, per bag.....	0 50	0 62½
Quebec grades, small lots, per bag...	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case.....	....	3 25
Tomatoes, Florida, choice, per case.....	....	2 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	....	1 35
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 35	0 40
New potatoes, 6c lb. or, bbl.	7 50	8 00
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15

TORONTO.

GREEN FRUITS.—Trade in all fruits has been much brisker during past week owing to fine weather, and more especially to the holiday demand. One dealer states "we've done more business in fruits this week than during any other week this year." Apples are in increasing demand, and moving freely. Lemons are firmer this week and quoted at $4 straight, without any range. Navel oranges have taken jump upwards this week, now being quoted at $4.25 to $4.50. Yesterday one dealer paid $4.00 per case on a car lot. Florida oranges too are higher. Prospects for a good season in tomatoes look bright. Pineapples are arriving in small lots by express and show excellent quality. These are expected to arrive in car lots in another two weeks.

Spies, first grade, per barrel	3 50	4
Spies, second grade, per barrel	2 50	3
Russets, No. 1, per barrel	3 25	3
Russets, No. 2, per barrel	2 75	3
Greenings, fancy, per box	1 00	1
Greenings, No. 1, per bbl.	3 00	3
Greenings, No. 2, per bbl.	1 75	2
Baldwins, per bbl.	2 75	3
Fancy imported, box	....	3
Artichokes, Canadian, bag	....	1
Bananas, per bunch	1 75	2
Cranberries, per bbl.	....	12
Cranberries, crate	3 75	4
Cocoanuts, per sack of 60	....	6
Hothouse grapes, per lb.	....	1
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4
Grapefruit, Jamaica, all sizes, per case..	2 50	3
Lemons, Messina	....	4
Oranges, Florida, ordinary, case	4 00	4
Oranges, Florida, Pineapples variety, case	4 00	4
Oranges, California navels, per case	4 25	4
Oranges, bitter, case (200 and 150)	2 25	2
Oranges, Valencia, ordinary, 420c, case..	....	3
Oranges, Valencia, large, 420s, case	4 75	5
Oranges, Valencia, 714s, case	....	5
Pineapples, per case	4 50	5
Pears, Cal., ½ boxes (35 to 50)	....	2
Pears, Cal., full boxes (150 to 200)	3 00	3
Strawberries, per quart box	0 45	0
Tangerines, per strap, 2 boxes	....	5

VEGETABLES.—Deleware potato have taken on firmer tone this wee chiefly due to scarcity of cars. The are still plenty of potatoes in the Ea but the difficulty is in getting cars the track and this has caused tempora firmness. Ontarios are still weak wi little demand and plenty offering. Spa ish onions are still coming in in sm quantities, show good quality and arri in splendid condition. Ontario yello danvers which have been a drug on t market for so long, are now starting grow rapidly, which is hindering sal even more. Imported vegetables are increasing demand and with the East trade now on, a large business in the is being accomplished.

Beans, wax and green, hamper	5 00	6
Beets, per bag	0 60	0
Beets, imported, per doz.	....	1
Brussel sprouts, per quart box	....	0
Carrots, per bag	0 35	0
Carrots, imported, per doz.	....	0
Cabbage, per bbl. (about 3 doz. heads)..	0 75	1
Cauliflower, hamper of 15	2 00	2
Cauliflower, hamper of 25	3 25	4
Celery, Florida, per case	3 50	3
Celery, California, per case	....	5
Celery, California, bunch of dozen heads	....	1
Chicory, doz.	....	0
Cucumbers, Boston, hot house, doz.	2 50	3
Egg plant, per crate of 30 to 45	3 50	4
French Indive, case of 16 to 17 lbs.	....	5
Lettuce, doz. bunches	0 30	0
Lettuce, Boston heads, hamper	3 50	4
Mushrooms, per lb.	0 85	1
Onions—		
Spanish, per crate	2 25	2
Canadian onions, 75 lb. bag	0 50	0
Onions, green, imported, per doz.	....	0
Peppers, green, basket	0 50	0
Peppers, green, hamper of 6 boxes	2 50	3
Parsley, large bunches, doz.	0 50	0
Parsnips, per bag	0 50	0
Potatoes, Ontario, per bag	0 75	0
Potatoes, New Brunswick, per bag	1 00	1
Potatoes, new, Bermuda, hamper	....	3
Potatoes, new, Bermuda, barrel	....	8
Radishes, hamper	....	2
Rhubarb, according to size, doz. bunches	0 85	1
Spinach, per bbl.	2 25	2
Spinach, per hamper	0 75	1
Turnips, per bag	....	0
Tomatoes, hothouse, per lb.	....	0
Tomatoes, Florida, case	3 00	3
Sweet potatoes, 50 lb. hamper	1 75	2
Water cress, per doz. bunches	....	0

Preparations For the Spring Fish Trade

Pushing Sales in Frozen Lines in Order to Clean Up Stock—Scarcity of Fresh Cod, Haddock and Halibut—Easter Trade Especially Brisk.

Trade throughout Lenten season has proved quite satisfactory to all dealers, and now an effort is being made to clean up all odds and ends, especially in the frozen lines, before the spring supplies of fresh fish come in. Some dealers expecting heavier trade towards close of season stocked heavily and now are compelled to sacrifice prices rather than be left with stock on their hand.

Trade during the past week has been especially brisk, and some lines of fresh fish have shown great scarcity. Owing to fishing operations being prevented by cold weather. Halibut are again scarce, and supplies of cod and haddock have also been greatly reduced.

Oysters continue to move out quite freely. Stocks arriving still show good firm quality and so long as cold weather prevails are in heavy demand.

MONTREAL.

FISH.—Lobsters, oysters,, salmon, Lake Fish, and practically all lines of fresh fish are in excellent demand this week owing to the fact that this is "Holy Week." Trading for Easter is satisfactory but volume of business transacted is not as large as we expected owing perhaps to the mild weather prevailing last week. However, as the weather has been more favorable this week it was confidently expected that trading would be more brisk.

Halibut is scarce again owing to colder weather preventing fishing and to strike of fishing crews on the Pacific Coast who are demanding more money from the fishery companies before they will man vessels. As supplies of frozen halibut are exhausted dealers have to rely on receipts of fresh halibut to supply demand.

Haddock are in good supply both in fresh and frozen steaks while new cured haddies and fillets are coming forward this week. Prices on latter lines is higher than on older stocks. Demand for fresh cured haddies is very heavy even though price is slightly higher.

No great quantity of fresh haddock can be expected from our shores for some little time to come, but as Boston market has been steadily declining supplies can be obtained from this source at reasonable prices.

As the season is drawing to a close dealers are cleaning up odds and ends at whatever price they will bring and in may instances these are being sold at a loss rather than carry them over.

It seems that the country has been too confident and has bought in too large quantities with result that some dealers will be caught with too heavy stocks and will be forced to sell either at a loss or carry stock for a longer time than expected. However as the weather is more favorable this week, dealer's are hoping that they will be able to clean up everything.

Oysters and shell fish are in good demand this week with prices unchanged

Practically no demand for salt or pickled fish.

FRESH AND FROZEN.		
Black Sea bass, per lb.		0 12
Bluefish, fancy, per lb.		0 13
Barbotte (dressed), bullheads, per lb.		0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak cod, per lb.	0 06	0 07
Tom cod, new, per bbl.	....	1 25
Flounders, per lb.	....	0 05
Haddock, per lb., frozen	0 04	0 06
Haddock, fresh, per lb., by express	0 05	0 05½
Halibut, fresh, per lb.	....	0 14
Herring, frozen, per 100 fish, medium	....	1 80
Herring, large, per 100 lbs.	....	2 25
Mullets, per lb.	....	0 10
Mackerel, per lb.	....	0 10
Pike, dressed and headless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	....	0 15
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weskfish, fancy	....	0 10
PREPARED FISH.		
Boneless fish, in blocks, 20 lb. boxes, per lb.		0 07
Dry Pollock, 100 lb. bundle, per bundle		6 00
Acadia pure cod tablets, 20 lb. boxes, per lb.		0 10½
Halifax pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		0 07½
SALTED AND PICKLED.		
New green cod, per bbl., 200 lbs., No. 1..	....	10 00
New Labrador herring, per bbl.	5 00	5 50
New Labrador herring, per half bbl.	2 80	3 00
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	8 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 25
Holland herring, bbl.	....	10 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
SMOKED.		
Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 11
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 11
Herring, new, smoked, per box	....	0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb	0 10	0 11
Ciscoes, per basket	....	1 25
SHELL FISH.		
Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 25

TORONTO.

FISH.—During the week all dealers are counting on cleaning up odds and ends in frozen lines and getting ready for the fresh lake fish which may be expected almost any time after Good Friday—altogether according to the weather. The longer the fresh fish are delayed the busier dealers will be with frozen lines. At present there is a big demand for whitefish, cod, haddock, fresh halibut, and cohoe salmon. Scarcity is felt in cod, haddock, and halibut especially, and to some extent in fillets.

FROZEN FISH.		
Cohoe salmon, per lb.	....	0 12
Halibut, per lb.	....	0 12
Lake Erie herring, per lb. straight	....	0 06
Lake Superior herring, per 100	....	3 00
Pickerel, per lb.	....	0 09
Restiguse salmon, per lb.	....	0 20
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Qualla salmon, per lb.	0 08	0 09
Whitefish, per lb. straight	0 10	0 12
FRESH CAUGHT FISH.		
Haddock	0 07	0 08
Halibut, per lb.	0 13	0 15
Live lobsters, per lb.	....	0 45
Red snappers, per lb.	....	0 20
Roe shad, each	1 75	2 00
Steak, cod	....	0 09
Spanish mackerel, per lb.	....	0 20
Tungston clams, per 100	....	1 75
SMOKED.		
Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Kippers	....	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 12
PREPARED.		
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Holland herring, per keg	0 80	0 85
Labrador trout, per keg	....	6 75
Scottish herring, Loch Fyne, per kit	....	1 00
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Smelts—		
Extra, per lb.	....	0 16

Domestic Trade Steady; Export Demand Poor

Lower Prices on American Markets Prevent Canadian Export of Flour—Comparison Between Canadian and United States Exports in Wheatmeal and Flour During Past Five Years—Heavy Demand for Bran in Montreal and Toronto—Rolled Oats Decline 5 Cents in Winnipeg.

Domestic trade in flour during past week has been good, and prices remain firm as quoted week ago. Export trade has been dull, and with Minneapolis selling at a lower figure than Canadian mills, there is little expectation of a brisk export trade for some time. Wheat market is much the same as a week ago. Winnipeg is down ⅛c and Chicago 1c, but decline has not yet been great enough to cause change in flour prices.

The last weekly trade report from the department of Trade and Commerce contains statistics showing the shipments of flour and wheat meal from Canada to Great Britain and from the United States to Great Britain during the last five years. The following table from the report shows the development of this trade since 1908.

British Imports—Wheatmeal and Flour.

Year.	From Canada. cwts.	From U.S. cwts.	From all aources. cwts.
1908	1,529,122	9,958,839	12,969,855
1909	2,059,400	6,929,011	11,052,540
1910	2,783,701	5,123,780	9,960,491
1911	3,268,768	5,116,411	10,065,132
1912	4,003,877	4,212,604	10,189,476

Receipts of flour in Montreal for the week were 3,795 sacks, as compared with 15,535 for corresponding week of last year. The exports from St. John and Portland for the week were 45,677, as against 44,782 for the same week of a year ago. The stock of flour in store on spot to-day showed an increase of 41,146 sacks, as compared with a week ago, and an increase of 116,344 sacks over the stocks for the same day a year ago.

MONTREAL.

FLOUR.—Trading in flour on local market shows good steady demand, with prices fairly firm. There is good call for car lots of first and second patents. Steadier feeling prevails in market for winter wheat grades under an improved demand from biscuit manufacturers. Orders coming forward for flour are principally for small lots for immediate wants. There is considerable inquiry for export, but little business has been accomplished.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1at Spring wheat patents, bags		5 40
Manitoba atraight patents, in bags.....	....	4 90
Manitoba strong bakers, in bags.....	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Market for rolled oats remains unchanged at last week's quotations. Demand locally is fair, while there is considerable inquiry for export. Colder weather this week will have tendency to boost sales a little. Demand at present is mostly for small lots, which total up into fair volume of accomplished business.

Exports of rolled oats from St. John and Portland during the week were 1,050 sacks and 2,775 cases, as compared with 6,750 sacks and 5,643 cases during same week year ago.

Cereals—		
Rolled oats, in 25 aack lots		2 05
Rolled oats, ln single bag lots	2 20	2 25
Rolled oats, in bbls.		4 35
Standard oatmeal, ln single bag lots		2 26
Granulated oatmeal, in single bag lots.....		2 26
Fine oatmeal, in single bag lots		2 26
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels		2 70
Hominy, in 98 lb. sacks	2 00	2 15
Cornmeal, in 98 lb. sacks	1 85	2 05
Rolled oats, ln cotton sacks, 5c more.		

MILL FEED.—Prices for these commodities remain unchanged, although the feeling is steady. Demand has been steadily increasing from both local and country points especially for bran, with result that stocks in miller's hands are considerably reduced, and some millers will only sell in mixed cars at present. The demand for moulee is fair.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Trade in flour during past week has been steady and firm, but altogether without feature. Domestic trade runs along same as during past two or three weeks, being chiefly trade by contract. As for export trade, Toronto seems a little out of line in prices, as the American mills through paying less for their wheat are in a position to quote a lower figure both on flour and cereals. At present dealers do not see any cause for change in flour and expect present conditions to prevail.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	....	5 30
2nd patents, in car lots, per bbl.....	....	4 80
Strong bakers, in car lots, per bbl.....	....	4 60
Feed flour, in car lots, per ton	....	28 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption....	4 85	5 15
Patents, 90 p.c., domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Trade in cereals has been quiet, but fairly steady, so that a good amount of business has been accomplished. One dealer states: "Nobody is buying rolled oats much ahead, but as the consuming public are using as much as during the winter, the demand continues stealy. Almost no business is being accomplished in export. Cornmeal and rolled wheat are running along without feature or change.

Rolled oats, small lots, 90 lb. sacks.....	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 75
Rolled wheat, 5 barrel to car lots.....	....	2 55
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser gradea	1 50	1 65
Rolled oats in cotton sacks, 5 cents more.		

WINNIPEG.

FISH.—There is a good steady demand for fresh and salt fish which may fall off to some extent with the close of Lent. There is little doing in poultry. Oysters are in good demand.

Fish—	
Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen hallbut	0 09
Fresh whitefish	0 09½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 72
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

LIVE REPRESENTATIVES WANTED

LIVE REPRESENTATIVES WANTED—MANAGING Director, A. G. Den Hope, of Biscuit Factories, Ltd., Victoria, of Dordrecht, Holland, and Brussels, Belgium, as well as of A. G. Den Hope, Rotterdam, Holland, combined factories of grocery specialties, who is at present in the States, and coming to Canada, have a general agency for the Dominion in Toronto, wishes to appoint representatives in Ottawa, Montreal and Quebec, calling on the wholesale and retail grocers and druggists. Bank and trade references. Apply to Box 471, Grocer, Toronto.

Produce & Provisions

Egg Situation Easier---Butter is Firmer

Increased Demand for Provisions for Easter Trade—Hogs Decline in Toronto—Storage Becoming Pretty Well Cleaned Up—Heavy Export Trade in Cheese —Poultry Firm and in Good Demand.

In all the large centres there has been a stronger feeling in the provision market, due directly to the high prices of raw material. Most lines of smoked meats show a tendency towards an advance. Inquiry for this class of goods has taken on a brisker tone owing to Easter trade.

Prices on live hogs are quoted this week in Toronto several cents lower than last week, but in Montreal still continue high, and firm. Just what the future market conditions will be is a puzzle. A Toronto packer stated that last week his firm turned away 1,000 hogs having had sufficient to carry them.

Choice makes in butter are in heavy demand and have advanced somewhat in price during week. Large stocks of poorer grades are still on the market which prevent prices from advancing. Trade in poor quality is dull.

With regard to Canada's source of supply for butter, the Trade Bulletin says:—"It seems that we are dependent chiefly upon New Zealand for choice grades of butter at this period of the year, the three North-west provinces being supplied from Vancouver; and Eastern Canada from Portland and St. John. The product of the Antipodes comes fresh from summer pastures in cold storage over a distance of some 14,000 to 16,000 miles with the new flavor of the grass-made article, whereas our best Eastern Townships September creamery, has undergone a five months' storage and has naturally a decrepit flavor and smell about it. We can also boast of a lot of well kept eight or nine months June creamery solid boring, and although not in possession of that full rosy flavor and aroma, it had when it went into cold keeping, still it is sweet and patronized by certain tastes even in its senility."

Export demand for cheese during week has been brisk and stocks in Montreal have been cleaned up to such an extent that little interest is taken in the small quantities remaining unsold.

The table below shows receipts of butter, eggs and cheese on the Montreal market during the past week with comparisons:

	Butter, pkgs.	Cheese, boxes.	Eggs, cases.
Week ending March 15, 1913....	1,630	235	6,010
Week ending March 8, 1913.....	2,422	186	3,508
Week ending March 16, 1912	2,031	205	4,379

MONTREAL.

PROVISIONS.—Pure lard advanced ½c per pound during past week, but there is little change in smoked meats. Hogs are coming fairly well, but are steady at last week's prices. The trade could probably handle heavier shipments than are at present being received but the packers are glad to get as many as are offered at present.

Demand for smoked meats for Easter is quite heavy and it is anticipated that higher prices will be seen for smoked meats after the holiday season. Lard is in excellent demand with prices firm.

Long clear bacon, heavy, lb.		0 15
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.		0 16
Large sizes, 20 to 28 lbs., per lb.		0 16½
Medium sizes, 15 to 19 lbs., per lb.		0 18½
Extra small sizes, 10 to 14 lbs., per lb.		0 19
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 17½
Bone out, rolled, small, 9 to 12 lbs., per lb.		0 19½
Breakfast bacon, English, boneless, lb..	0 19	0 21
Windsor bacon, skinned, backs, lb.	....	0 22½
Spiced roll bacon, boneless, short, lb...	....	0 15½
Picnic hams, 6 to 12 lbs.	....	0 14½
Ham, cooked, per pound		0 27
Wiltshire bacon (50 lb. sides)	....	0 18
Cottage rolls, small, about 4 lbs.	....	0 18
Hogs, live, per cwt.	....	9 85
Hogs, dressed, per cwt.	14 00	14 50
Pure Lard—		
Boxes, 50 lbs. net, per lb.		0 15
Cases, tins, each, 10 lbs., per lb.		0 15¾
Cases, tins, each 5 lbs., per lb.		0 16
Cases, tins, each 3 lbs., per lb.		0 16
Pails, wood, 20 lbs. net, per lb.		0 15¾
Tubs, 50 lbs. net, per lb.		00 15½
Tierces, 375 lbs., per lb.		0 14¾
One pound bricks		0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 13
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10¾
Pails, wood, 20 lbs. net, per lb.		0 10¾
Pails, tin, 20 lbs. gross, per lb.		0 09¾
Tubs, 50 lbs. net, per lb.	0 10	0 10½
Tierces, 375 lbs., per lb.		0 09¾
One pound bricks, 60 lbs. to case		0 11¾
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces	....	27 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		28 00
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel		None offered
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 23
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied bock, 6 lb. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—There is no change in butter situation this week other than an advance of ½c per pound in September and October made creamery, stocks of which are getting low and consequently are commanding higher prices. New Zealand butter continues to arrive and is offered at 30½c to 31c. Demand seems to be confined chiefly to better grades as trading in cheaper grades is dull.

Creamery blocks, Sept. and Oct. make...	....	0 32½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 30	0 30½
New Zealand	0 30½	0 31

EGGS.—New laid eggs declined quite sharply last week owing to fact that mild weather stimulated hens to laying more eggs. They laid so many that receipts on local market jumped from 4,760 cases for week ending March 8, to 6,010 cases for week ending March 15. The big bulk of these receipts were new laid eggs and their volume forced prices on the toboggan and they slid 6c. New laids are offered at 26c and are weak even at that level. Colder weather this week will have tendency to steady market somewhat but with increased receipts prices will tumble again. Storage stocks are practically off market while the few left are offered at much lower prices. Selects are practically sold out and some stocks are exhausted.

New laid eggs, per doz.	....	0 26
Selects	....	0 21
No. 1s	0 18	0 19

CHEESE.—There is nothing new in cheese market this week. Prices are firm at last week's quotations. Supplies on spot have been pretty well cleaned up which adds strong tone to local trading.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

POULTRY.—Supplies of poultry on local market are hardly sufficient to meet demand which has been augmented by increased demand from Western and Eastern points for nearly all lines of poultry. Under this increased business prices have become quite firm with sharp advances on turkeys and fowl. Milk-fed chickens are also in big demand and are bringing 24c per pound.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24

HONEY.—Trading in honey is rather dull as consumers' attention is all for maple products. Very little honey is being sold. Prices are unchanged.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS. — Provision market rules exceedingly firm with prices quoted same as week ago. Demand now is snapping up supplies pretty rapidly, although sales are not being pushed to any extent. One dealer remarks: "Everybody is anxious to worry the thing along until they can see what is going to happen." Demand is expected to increase greatly after Easter and that there will be a change of some kind. there is little doubt.

Prices on hogs have taken decline during past week and are now quoted, fed and watered, at $9.25 and f.o.b. at $8.90. Offerings have increased greatly and as result prices which were rather high have declined somewhat.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	....	0 17½
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 22
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 15	0 15½
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14¾	0 15
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	....	9 25
Live hogs at country points	8 90	9 00
Dressed hogs	13 50	14 00

BUTTER.—Butter on local market is firm and has advanced about 1 cent per pound on all lines. At present there is certainly no surplus of fine fresh makes, and stocks in these are being rapidly snapped up. Poor stuff is still hanging on market in large quantities causing bakers' butter to remain unchanged.

	Per lb.	
Fresh creamery print	0 33	0 34
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 32
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 23	0 24
Dairy solids	0 20	0 22

EGGS.—Speaking of the egg market, one local dealer this week says, "New laid eggs are costing us, laid down here, from 20 to 21 cents. In the country we are paying 19 to 20 cents up till Wednesday. It is expected that prices will then go lower as the Easter demand will be over by that time. We won't gamble on the market after that date for fear it will go down." He continued: "Retailers should buy eggs right after Easter at 18 cents or less, as wholesalers will buy eggs on Chicago basis instead of buying and losing the way they did last season."

This week, new laids are down to 23 and 24 cents, with supplies coming in freely. Another dealer states: "There is no reason why eggs should be so low. One firm in the States have got it into their heads that they can sell for nothing for a while."

A few storage are still to be found on the market, but these, it is expected will be all off by Easter.

Eggs—		
Strictly new laid, per doz.	0 23	0 24
Storage, per doz.	0 16	0 20
Pickled, per doz.	0 14	0 15

CHEESE.—Cheese situation continues firm. Owing to increased demand, both for export and domestic, during past couple of weeks, stocks are being fairly well cleaned up.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—All poultry is scarce and tending upwards. Fresh stocks are especially hard to get and as result, dressed chickens have advanced to 20 and 22 cents. Storage stocks are none too plentiful owing to small quantities having been put away last fall.

Chicks, milk fed, lb.	0 22	0 23
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Demand for honey has been slack all season but during past couple of weeks has taken on brighter tone. Especially is this true of buckwheat honey which now is scarce and bringing fancy prices. Comb honey, too, is moving fairly freely, but demand has never reached the mark of previous seasons.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¾
Clover honey, 10-lb. pails, per lb.	....	0 12¾
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

FREIGHT RATES NOT UNIFORM.

Hamilton, Ont., March 19.—(Special.)—At the last meeting of the local Retail Grocers' Association the question of lack of uniform freight rates on merchandise as far as the wholesaler was discussed. It was decided to bring this matter up at the convention of the Ontario R. G. A. on April 16 and 17 in Toronto.

It was also announced that the petitions regarding weights and measures and garnishee law had been pretty well signed up, and that they would be sent to the secretary of the O. R. G. A. Association.

System in Stock Arrangement Helpful

Chatham Dealer Places Goods on Shelves in Particular Places —Clerks Study the Arrangement and no Time is Lost in Serving Customers—Personal Talks With Clerks Help Sales.

Chatham, Ont., Mar. 20.—(Special.)—"I have found,' remarked a grocer recently, "that it pays to give a little time now and then to studying the best methods of stock arangement, and to training the clerks so that they will take full advantage of the system employed.

"I was trained in an old-style store where there wasn't any system at all, but my own experience soon taught me the advantage of an intelligent grouping and arrangement of the stock. I follow a plan pretty generally in vogue—I group preserved and canned goods, subdividing them according to whether they are fruits, vegetables or meats, grade off into sauces—and so on. By this arrangement, I can tell in a minute whether an article is in stock or not. If it isn't in the section set aside for that class of articles, it isn't anywhere in the store. The plan saves a lot of time, and nowadays, when good help is hard to secure, anything that saves time is mighty welcome.

"Having got my system into pretty good shape, I make a practice of educating the selling staff to it. I find that the average new clerk learns things a lot quicker if the employer lends him a helping hand now and then. Of course, I'm pretty busy, but there are dull moments, and I put in a few of them introducing the new recruit to the stock. Even the most scientific stock arrangement isn't worth a red herring unless every member of the staff understands it. The time I put in teaching the boys is well spent. They find things quicker, and, what's even more important, they get into the way of putting them back at once in the right place.

"Of course, the older clerks do a lot of this training, but I like to take a hand in it myself. The boys appreciate it. Then too, I find it's good policy to talk over the comparative sales of various articles, and give them some information regarding the selling points. Not a long sermon, but just a few words.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net

Large size .....$3.00 per doz., net

In 3 dozen free cases. Freigbt paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 60
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAFORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES. BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s	7 50
Claret, pts., Cork, 50s	5 00
Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1-lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. Bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI CY., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freigbt rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straigbt.

Cbocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Sit In Your Office

and get your Western business through us

With five large warehouses and a staff of live representatives in daily touch with all parts of the vast Western territory, we are in a position to do better justice to your line than you are, even by sending your travellers out to call on the trade direct. We are well known and handle only reliable lines, covering the territory often. We want to handle accounts in Western Canada for manufacturers of Europe, United States and Eastern Canada. We guarantee sales.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

Easter
Hams and Bacon

Easter marks the opening of the season for Hams and Bacon. Be prepared for the demand and stock up with the old reliable

"Star Brand"

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Established 1854.

Try Us on
BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

FOR GOOD FRIDAY

Fresh Halibut, Cod, Haddock, Frozen Halibut, Whitefish, Qualla Salmon, Sea Herrings, Fillets, Haddies. A full supply of all the choice lines of fish

FOR EASTER

An unrivalled assortment of **Fancy Fruits and Vegetables, Tomatoes, Pineapples, Celery, Spinach, Cucumbers, Bananas, Grape Fruit, Oranges, Lemons.** A complete assortment gathered from the leading markets of the world.

WHITE & CO., LIMITED

Wholesale Fruit and Fish Dealers

TORONTO and HAMILTON

WE CALL YOUR
ATTENTION
TO THE QUALITY OF OUR
BANANAS

It is unquestionably a fact that there is a growing demand for Bananas each year. In order that you get your share of this increased demand it is absolutely necessary that you handle only the very best fruit procurable, that this fruit reaches you in the best possible condition, and that your supply is steady.

By anticipating your wants and placing a standing order with us to be shipped how and when you wish, these three essential points in successful banana ousiness are assured you.

FRUIT DISPATCH COMPANY
BANANAS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

NATION'S CUSTARD
POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co., Winnipeg, Man.
McKelvie, Cardell, Ltd., Calgary, Alta.
Distributors, Ltd. Edmonton, Alta.

Samples free by post.

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.

Owen Sound, Ontario

TRACUZZI'S MOTTO

is a perfect pack and no rush of orders or exceptional market conditions make any difference—He still packs the Best under

St. Nicholas

J. J. McCABE

Agent

Toronto, - Canada

WEST IS A LONG WAY FROM EAST

If You're Shipping

West, freight charges may be troubling you. There is a remedy—Reship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered. Write us about your particular needs in this direction.

IT PAYS TO USE THE

REGINA STORAGE AND FORWARDING COMPANY
LIMITED REGINA

Help Her With The Baking

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly but evenly, and above all, tasty. Give them

Windsor Table Salt

and you make baking success more certain. Poor salt means poor baking—everything goes "flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO., LIMITED
WINDSOR ONTARIO

EVERY GROCER KNOWS THAT THE FASTER HIS STOCK MOVES THE MORE MONEY HE MAKES —

That well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

are always well advertised.

Millions of people already know their goodness; others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

H. J. Heinz Company

The Arctic Refrigerator

Built to your requirements

If you are planning on installing a new refrigerator, send us your plans and measurements of space allotted to it, and we will be pleased to quote prices.

The "Arctic" is very widely known and has always given entire satisfaction. The best stores in the country use the Arctic. It is sanitary, and makes an attractive store fitting, keeping perishable stock always cold (dry cold), and fresh.

Send for 1913 Catalogue to-day.

A full line of new goods in stock.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

Agents in West: J. UPRICHARD - Regina, Sask.
WOLF, SAYER & HELLER - Quebec and Maritime Provinces

PURE **RELIABLE**

Have no hesitation

in stocking and recommending

"COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. *Order from your jobber.*

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

Every Pound of Anchor Brand Flour IS UNIFORMLY EXCELLENT

and has been so during a quarter of a century, always receiving the same endorsement by householders and bakers as representing the highest degree of perfection attained by Standard Mills the world over.

Exclusively a Manitoba Hard Wheat Flour, milled right in the heart of the Manitoba Hard Wheat Belt that has for many years upheld the reputation as the finest in Canada and that is still the foremost in every respect.

Free, 3 lb. sample bags Sovereign grade will be distributed through Dealers and Distributing Agents.

Leitch Brothers' Flour Mills, Ltd.

"MILLERS OF QUALITY"

OAK LAKE :-: MANITOBA, CANADA

Established 25 years

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

If You Want Steady Customers

You know transient business does not amount to very much. Your few score or few hundred dependable customers—**mainly your particular buyers**—make up your **paying** trade.

Inferior goods will not satisfy these people and they come to you because of the confidence they have in you and the goods you sell.

If they want Macaroni or Vermicelli sell them the brand of quality the brand that always satisfies—**"GLOBE."**

GLOBE

Macaroni and Vermicelli

made from the best hard wheat with no maize or rice flour mixed in, making them absolutely pure.

They possess a quality which gives distinctive flavor.

You may expect a big demand for the "Globe" brand goods as soon as they are introduced.

The profit makes it worth your while.

Order from your jobber, or

D. SPINELLI & COMPANY

REGISTERED

MONTREAL - - QUEBEC

SOCLEAN

the original dustless sweeping compound

WILL CLIP THE WINGS OF DUST

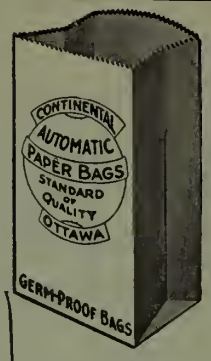
Dust that has been the bugbear of housekeepers for years—that has been stirred up every day just to settle somewhere else, is doomed to fly no more if "Soclean" is used on floors and carpets throughout the home.
Get ready for the big Spring clean-up by ordering your stock of "SOCLEAN" now.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG, Agents for Montreal: HEDLEY M. SUCKLING & CO., Agents for Ottawa; W. R. BARNARD & CO.



The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service.

We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S.

Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut Cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalogue No. 41. They are free.

KINGERY MFG. CO.

Cincinnati, Ohio

Our Premium Store

No. 336 St. Paul St.,

Montreal, Canada

Helps to Sell "Babbitt's," the Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.

NEW YORK

WORLD RENOWNED

BRAND STUHR.

STUHR'S

GENUINE CAVIARE, ANCHOVIES IN BRINE

(Salted Sardols).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

"Hums, the ancient Emesa, which has a varied and interesting history, to-day gains its living as a market for the large Bedouin tribes of the adjacent country. The bazaars remind one quite a good deal of Damascus, as one wanders through them, seeing here a man working a primitive hand loom, on which he turns out bright fabrics for which Hums is noted, and there a small spice shop, and again a dyer, with hands stained dark with indigo, hanging up his wet cloths in the street.

"When we had lost ourselves in these strange surroundings, which seemed to place civilization at a remote distance, our eyes were struck by a placard, on which appeared in bold English, "Use Fels-Naptha Soap.'"

—*Article "From Jerusalem to Aleppo." By John D. Whiting, (page 102) The National Geographic Magazine, January, 1913.*

The

Condensed Ad.

page

will interest you

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—

The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.

143-149 University Ave.
TORONTO

American Cans

IN SELECTING your **FRUIT** and **VEGETABLE** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE. **HAMILTON, ONT.**

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.50
Princess Condensed Milk, 4 dozen in case	$4.20
Banner Condensed Milk, 4 dozen in case	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax.

J. MALCOLM & SON

St. George **Ontario**

MATCHLESS
LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequalled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.

Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

Keep a Good Stock

of Edwards' Soups this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised —they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:
W. G. Patrick & Co., Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

By Special Royal Permission.

"King Oscar" on Sardines is like "STERLING" ON SILVER

You know the value of the "Sterling" mark on silver. You should know the value of "King Oscar" on Sardines, for the one is just as important to its particular line as the other.

"King Oscar" Brand Sardines are the height of absolute purity and wholesomeness, and have the zesty flavor of the fresh caught sardine. The purest olive oil is used only in the packing. Your wholesaler will supply you if you insist.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MoPherson, Glassco & Co,
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—German, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

You Will Catch

the trade of the men match-users also that of the household if you supply your patrons with the

DOMINION SILENT MATCH

——this match does not sputter or spark and is a sure lighter. The stems are made of best selected wood and do not break by the mere touch.

Dominion Match Co., Limited
Deseronto, Ontario

REPRESENTATIVES

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.

IN THE GOODS
and
IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED
Black's Harbor, N.B.

AGENTS—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
HERRINGS IN TOMATO SAUCE
Breakfast Delicacy
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
Diploma awarded at St John Exhibition 1915
FATS SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Wholesome and Appetizing Sterling Brand Catsup

is one of the leaders of the famous "Sterling" line, and is composed of the finest tomatoes and purest spices only.

Made and bottled in a modern factory of light and cleanliness.

A seasonable and profitable line for you to sell. Send for prices.

The T. A. LYTLE CO., Limited

STERLING ROAD, TORONTO

Time and Time Again

It has been proven that Rowat's Pickles will produce a decidedly friendly business connection between the dealer and his customer

ROWAT'S PICKLES

—AND—

PATERSON'S SAUCE

are two lines that have high quality and exquisite flavor—they get the family trade.

Rowat & Co.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

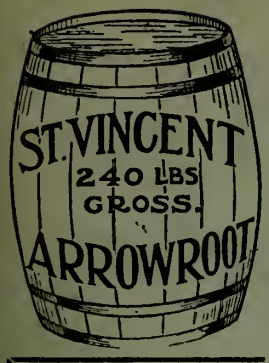
Black Knight Stove Polish

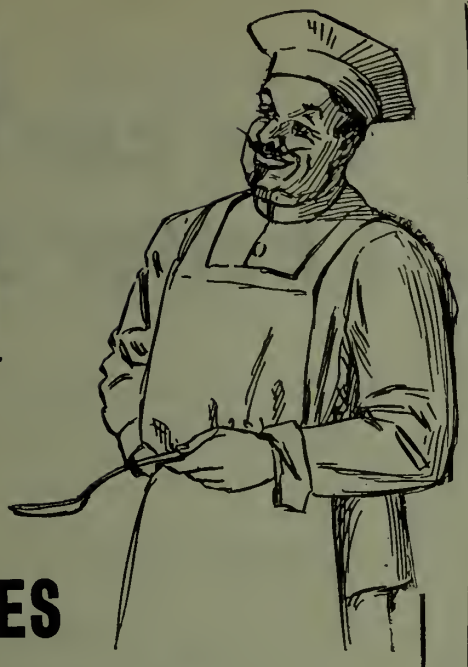
which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'

F. F. DALLEY CO., Limited

Hamilton, Canada Buffalo, U.S.A.





FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.

ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN, ST. VINCENT, B.W.I.

CAN YOU TAKE A DAY OFF WHEN YOU FEEL LIKE IT ?

Or are your credit accounts, ledger statements, etc., in such bad shape that you do not feel at ease to go anywhere? Would you like to get rid of this continual depression, worry, and the labor of spending all your spare moments straightening out and fixing up accounts?

The McCASKEY ACCOUNT REGISTER

is the solution. It keeps close tab on all your credit customers, improves collections, avoids misunderstandings, saves accounting worries and late hours over unbalanced accounts.

The McCaskey does the trick in one writing. You render each customer a **complete** statement in full at the time of each purchase.

Descriptive literature sent free on request.

Manufacturers of "Surety" Carbon Back Counter Check Books

THE DOMINION REGISTER Co
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World

Showing Electric Recorder and Cash Till

Start Right Now

We have the polishes and cleansers of merit. Some of our formulas are hundreds of years old. Preparations which have lived so long and have enjoyed such extensive patronage must certainly be of value to you.

Brodie's British Plate Powder

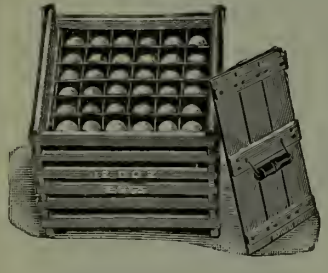
Brodie's Furniture Polish

Brodie's Cloudy Ammonia

Our ammonia is the leader. Not a mere mixture of water and ammonia but a combination of five substances.

Write

A. W. Hugman, Limited
MONTREAL



Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

You can't get a better seller

because it's quality throughout
because the taste is there
because the price is right.

PARIS PATÉ SANDWICH

The Acme of French Cuisine.

Only the

PUREST MEATS AND SPICES

used in the preparation, and the factory the essence of cleanliness. That's the combination that counts—purity and cleanliness.

N.B.—Retailers can secure six tins for 50 cents, freight prepaid, as a trial lot.

Société Francaise
de Spécialités Alimentaires
MONTREAL

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -:- Toronto, Ont.

Country Merchants!

OMAZON

A Canadian Stock Food

will help tone up the system of your customers' horses and cattle. It is a recognized preparation and attractively packed.

Horses, cattle, sheep, poultry, pigs, etc., enjoy it in their feed.

Manufacturer's

AGENTS

We have other lines, dyes, and proprietary articles, for which we wish to give you selling rights in your territory.

Write now.

The Dr. Ed. Morin Medicine Co.

QUEBEC

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES

FIRST-CLASS GENERAL BUSINESS FOR Sale in Oxford County Ontario. Good, clean stock and good business centre. Building can be bought or leased. Apply Box 469, Canadian Grocer, Toronto.

FOR SALE — GROCERY BUSINESS IN growing district, east side Toronto; good corner; $17,000 turnover last year; about $1,500 stock. Apply Box 470, Canadian Grocer, Toronto.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue, "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

BECAUSE THE REMINGTON TYPEWRITER Company's Employment Department has earned the reputation among stenographers of filling the most desirable office positions, the result is that we place the most desirable class of office help. May we fill your stenographic vacancy? No fees. 144 Bay Street, Toronto.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.

by stocking and selling PURE CANADIAN LEAF. Attractive prices. We have a good assortment of pipes.

J. A. FOREST,
189 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

Your Customers will Like—
MAPLEINE

Recommend it to them with a money back guarantee for a "Flavor" that is dainty and different,—
Or to make table syrup by adding to white sugar and water.
Order from your jobber or
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey, 287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

VOL-PEEK
Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.

DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A highly recommended sweeping powder, sold only in bulk; a strong pleasant disinfectant.
"NO-DUST"
NO-DUST MFG. CO.
8 Market Sq. St. John, N.B.

We handle only
PURE MAPLE SUGAR and SYRUP
Write us.
WOODMAN & McKEE
COATICOOK, QUE.

TWO CENTS PER WORD
You can talk across the continent for two cents per word with a WANT AD. in this paper
A want ad. in this paper will bring replies from all parts of Canada.

If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO MONTREAL WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

Make Your Easter Egg a "Golden Egg"

Now is the time to take advantage of Easter festivities. Make up full lists of all choice wines and specialties. The lengthy cold spell just passing must have made a hole in your stocks.

Wines that are choice and good:

CHAMPAGNES.

Piper-Heidsieck, Kunkelman & Co., Reims, Dry, Brut, Extra Dry, in cs. and basket.

Cardinal, Union Champenoise, Reims, qrts., pts., splits, in cs. and basket.

Duc de la Grange Bouvet Ladubay, Epernay, qrts., pts., splits, in baskets.

CLARETS and SAUTERNES.

A. Delor & Cie., Bordeaux. In bulk and cases, quarts and pints.

BURGUNDIES.

Morin Pere & Fils Nuits St. George. In cases, quarts and pints.

MADEIRA and SHERRY WINE.

Diez Hermanos, Jerez de la Frontera, Espana.
In bulk and cases.

Special Sherries—

Favorito and Salariego, 1807. In cases.

MALAGA.

Garret & Cie. Malaga.
In bulk and cases.

RHENISH.

F. Krote & Cie. Coblenz.
In cases, quarts and pints.

BACCHUS APPETIZER AND TONIC WINES.

A rich old Burgundy and Quinquina, Cs. 12 litres, $8.00.

BANYULS-BARTISSOL.

Natural Tonic Wine.
$7.50 a case of 12 bottles.

Write, Phone, Wire.

LAPORTE, MARTIN & CIE, LIMITEE

Tel. Main 3766 **568 St. Paul St., MONTREAL**

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The Big Annual Spring Sales Number

OF THE

CANADIAN GROCER

is beginning to take shape. For months our editors have been on the still hunt for the right sort of material.

Actual instances of Creative Salesmanship,
Interesting Old Customers in New Goods,
Attracting the Public through the Window,
How some of the best Salesmen among the Retail Grocers secure their results.

Each year we have raised the standard of these articles. Each year we have received more congratulations from our readers. Each year our annual Spring Sales Number has become

MORE PRACTICAL
MORE LOOKED-FORWARD-TO
MORE APPRECIATED

by the retail grocers and their clerks throughout Canada.

April 18th—Date of Publication this Year—April 18th

Every Manufacturer should have his announcement in this issue.

Every retailer will be expecting it.

Here is your opportunity to speed up your Spring trade, by enthusing the retail grocers and their clerks, priming them with your selling points, and getting most results from your whole sales organization by securing the hearty co-operation of the man behind the counter.

Use a Double Page Spread

Show you have confidence in your goods and you will put confidence in the retailer who is recommending your goods to the customer.

Our advt. writing department will gladly assist in preparing copy for this issue. Drop us a line and we shall have a representative call with further particulars.

Canadian Grocer

Montreal **Toronto** **Winnipeg**

Publication Office: 143-149 University Avenue TORONTO

The Menard Commercial Car

WE COULD MAKE A LENGTHY STORY

on the mechanical and technical qualities of the **Menard Commercial Car**, but owing to limited space we cannot give all the facts here and therefore invite correspondence of all dealers interested and we will gladly supply full information and details of the **Menard Delivery Cars**— the cars that have made good.

The **MENARD COMMERCIAL CAR** is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables the dealer to give a much better service.

Write for information to-day. **It costs nothing.**

MENARD COMMERCIAL MOTOR CAR COMPANY

WINDSOR, - ONTARIO

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

THIS IS THE 1,320th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MARCH 28, 1913 No. 13

THE ORIGINATOR

Maple Products

of Proven Merit

Unsoldered Sanitary Cans, Patent Screw to open with back of Knife.

Square New Bottles. Compact Good Appearance on Shelves.

The Original **Cre-Mo** **Maple Butter**

For Convenience of Jobbers

We have arranged for storage and will carry a complete line of staples at all jobbing centres: Standard Brokerage Co., Vancouver; Nicholson & Bain, Edmonton, Saskatoon, Calgary, Regina, Winnipeg; Fitzimmons Fruit Co., Port Arthur and Fort William; G. G Steel, London; Laing & Son, Ltd., Hamilton: MacLaren Imperial Cheese Co., Toronto; C. E. Phair, Ltd., Ottawa; Duche & Son, Manchester, Eng.

Canada Maple Exchange, Ltd., Montreal

UPTON'S ORANGE MARMALADE

New season goods, made of finest Seville Oranges and best granulated sugar. The name UPTON on Jams, Jellies, Marmalades, etc., is a safeguard—it insures the customer of honest value and superb quality in every jar. The dealer gets the same true value for his money invested and realizes a good and sure profit and certain sales.

Moreover, Upton's products are always backed by the makers and invariably give fullest satisfaction to both dealer and customer.

When you ask your wholesaler for Upton's Marmalades, Jams, Jellies, Catsups, etc., insist on getting what you ask for.

The T. UPTON COMPANY Limited
HAMILTON ONTARIO

Thistle Brand Finnan Haddies

Haddies caught, cleaned, cured and packed at the water's edge, under the "Thistle" trade mark, are as true, staunch and loyal to the highest standard of quality as the old Scotch Thistle itself.

Their cleanliness is always proverbial—their flavor is fine—*they are genuine haddies always.*

Codou's Macaroni

Other brands of Macaroni can be substituted for Codou's, but when you do it you are not "fair to yourself"—you cheat yourself out of a woman's confidence.

There *is* no Macaroni quite as good as Codou's—quite as white, tender and delicate. Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, always represent the top-notch of quality.

Cox's Gelatine

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form, it is still as free from foreign substances as the clearest rock crystal from mother earth. It never disappoints—folks get what they expect and want when they buy the peer of all—Cox's.

Griffin & Skelley's Canned Fruits

Picked by skillful hands, chosen by ever-watchful eyes, packed in the Factory of Precision—the best that dollars and cents and brains and sense can offer particular folks.

Canned Asparagus, Apricots, Peaches, Pears, Cherries, Plums and other wanted table fruits. Quality goods!

"Le Calice" Castile Soap

is as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Le Calice" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no corrupt animal fat in it.

SRS. D. LECA & CO., Sole Manufacturers, Marseilles.

Arthur P. Tippet & Co.

MONTREAL *Agents* *TORONTO*

YOUR SALE

Depends on QUALITY—Just Quality

MELAGAMA

Tea and Coffee are quality articles. They will build you a ***tea*** and ***coffee*** trade that will be "as strong as Gibraltar." It is to your advantage to make "MELGAMA" your leaders. They give you the best of results and are sure "repeaters."

MINTO BROS., TORONTO

PLEASING TO THE PALATE AND THE POCKETBOOK

If a Jam pleases your patrons in these two respects a big sale for that particular kind is a certainty. If the jams you are handling are not going out as quickly as they might, you may be sure that they either lack in fruit deliciousness or that they are too expensive.

KING BRAND COMPOUND JAM

is the Jam that pleases the palate and the pocketbook. It has the fullest fresh fruit flavor, and sells at a moderate price. The demand is continually on the increase. Put up in Jars, Cartons, Glass, 5 and 7 lb. pails. We want agents in the different distributing centres in Ontario. We have a real good proposition, so write.

Ask for samples.

Labrecque & Pellerin, Montreal

AGENTS:

J. J. Gilmor & Co., Winnipeg

Marshall Brokerage Co., London Ontario

J. Hunter White, St. John, N.B.

BORDEN'S

The Leaders of Quality—

Every good dealer handles these leaders

BORDEN MILK CO., Ltd.
MONTREAL

Branch Office : No. 2 Arcade Bldg., Vancouver.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(THE ORIGINAL)

Always in the Limelight

GAZELLE FRASER RIVER RED SOCKEYE SALMON

1-lb. talls, 1913 pack - $1.90 per doz.
Net 30 days. F.O.B. Montreal

In 5 case lots, freight allowed everywhere to the extent of 40c per 100 lbs.

Full Delivery Guaranteed

HUDON, HEBERT & CO., LIMITED
MONTREAL

The most liberally managed firm in Canada.

The Popular Breakfast Delicacy

As Orange Marmalade is the popular Breakfast food at this time and since it has a place on almost every table, the demand in your locality should be large. Are you stocked to sell the best Orange Marmalade on the market to-day, the brand that you can confidently recommend?

ALL ORDERS SHIPPED PROMPTLY

PRICES AND FURTHER INFORMATION ON REQUEST

"Aylmer" Orange Marmalade

made by experts from the finest selected Seville oranges, highest grade sugar, in a modern factory of cleanliness and with the greatest care. The quality is such that it will create an everlasting demand for "Aylmer" Brand. Stock and push this line—the trade awaits you.

DOMINION CANNERS, Limited

HAMILTON, CANADA

Ever Increasing—

The volume of the sales of "Richard's Quick-Naptha" and "Richard's Pure Soap," made in Woodstock, show a marked increase every month. There must be some good reason for this — housewives appreciate the good qualities of these soaps — very economical and very effective without much rubbing.

There is also a good reason why **you** should sell these soaps.

Sold through the wholesale trade.

The Best 5c. Lines

Make your oil business as clean, pleasant and profitable as handling package goods. You can do it with a

BOWSER SAFE SELF-MEASURING OIL TANK

because there is no dripping of oil to waste your profits, soil your hands and taint sensitive goods. The BOWSER automatic stop cuts off the oil as soon as you cease pumping. The guage shows how much oil is left in your tank; if you have to fill a can or tank of unknown capacity, it shows you at a glance how much to charge. Make up your mind to have an oil **business** instead of an oil **nuisance!** We'll show you how. Write for our FREE catalogue and learn why the merchants of this country are using over 750,000 BOWSER OUTFITS.

S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE, Toronto, Ont., Can.

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

Clark's Pork and Beans

PLAIN CHILI TOMATO SAUCE

The two most important attributes of CLARK'S PORK and BEANS are REPUTATION and QUALITY and we unhesitatingly venture the opinion that no more powerful selling factors can be discovered.

Clark's Pork and Beans

are prepared from the very finest grade beans, the purest of sauce ingredients and the QUALITY is UNSURPASSED.

They are WORLD KNOWN and the name is UNRIVALLED wherever the goods are sold.

Clark's Reputation Will Make Your Sales
Clark's Quality Will Increase Them

W. CLARK, - MONTREAL

METAL
SCREW-TOPPED
GLASS JAR.
2LB. SIZE.

RECOMMEND
PINK'S
HIGH CLASS JAMS
TO YOUR LADY BUYERS

IT MAKES ALL THE DIFFERENCE TO THE SUCCESS OF THEIR PASTRY AND THEY WILL APPRECIATE YOUR ADVICE.

THE VERY CHOICEST INGREDIENTS ARE CHOSEN IN PREPARING THEM.

LASTLY—YET BY NO MEANS THE WEAKEST POINT IN ITS FAVOUR — THE **PROFIT** IS GOOD.

Write **NOW** for Special Canadian List, Containing Full Particulars to

E. & T. PINK LTD., LONDON, ENG.

BUYERS in VANCOUVER AND DISTRICT SHOULD APPLY TO OUR AGENTS IN THAT CITY,
Messrs. EMERSON BAMFORD CO.

SYRUP SEASON OPENS

And with it comes the big demand for Maple Syrup and Maple Sugar—only the genuine is wanted by your patrons. Sell them

"PRIDE OF CANADA"
Maple Syrup and Maple Sugar

the absolutely pure Maple Syrup and Sugar. Government tests have proven the quality. Order now. The supply is limited.

Maple Tree Producers' Association,
Limited, MONTREAL.

HIRONDELLE BRAND
(SWALLOW)

is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

QUALITY GOODS COMMAND ATTENTION

"Hirondelle" Brand Macaroni, Vermicelli, Sphagetti, Macaroni, short cut, Small Pastes, Assorted Egg Noodles, etc., have proven their quality to thousands of Canadian housewives.

Manufactured with the best quality of Canadian Flour, with the most modern machinery, under the management of experts; no fear of competition as to quality and freshness from the imported article.

SOLD ANYWHERE
LIKED EVERYWHERE

C. H. CATELLI CO., Limited
MONTREAL

CAIRNS'
"THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS"
BY ROYAL WARRANTS OF APPOINTMENT TO
HIS MAJESTY KING GEORGE V
HIS MAJESTY THE KING OF SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
AND FOR 22 YEARS TO HER LATE MAJESTY QUEEN VICTORIA
CANADIAN AGENTS.
SNOWDON & EBBITT, MONTREAL: McLEOD & CLARKSON, VANCOUVER.
MARMALADE
PAISLEY SCOTLAND

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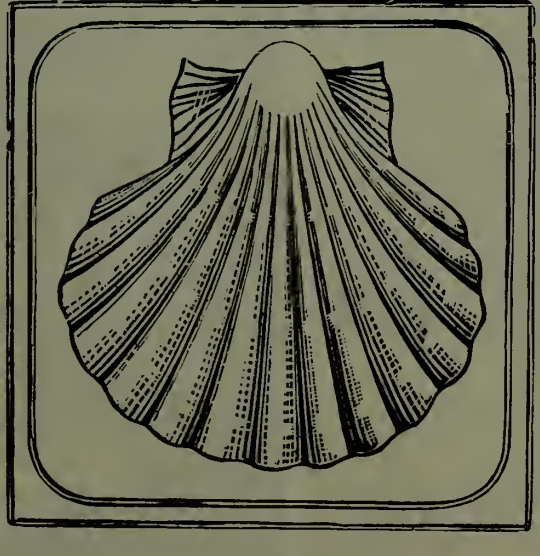
CASTILE SOAP ("LaCoquille")

The Standard of Purity

Has the largest sale of any Castile soap in the Dominion.

For sale by all wholesale houses.



A Pure Oil Soap

This soap is especially manufactured by

Messrs. Couret Freres
Marseilles, France
For
Messrs. Estrine & Co.

P. L. MASON & CO., Toronto General Agents

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

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WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS.

With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Notice the people who trade with you.
Do you see them once—occasionally—or regularly?
Selling them

CHASE & SANBORN'S COFFEE

is a good way to make
them regular customers.

CHASE & SANBORN
MONTREAL

P. F. SHORTCAKE

Should be Stocked by Every Canadian Grocer

See that the Letters **P. F.** are on each Biscuit

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
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Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto.
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PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
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New Zealand Butter	Potato Flour
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We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

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1 lb. Floral Glass

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THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles' Manufacturing Co., 1615 North 23rd St., Phila., Pa.

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No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—Forest City Baking Powder is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.

Gorman, Eckert & Co., Ltd.

London, Ontario

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L. & B. Banner Brand Jams and Jellies Most Delicious of All

In the question of quality and true fruit flavor of Jams and Jellies, L. & B. Banner Brand is on the top every time. The deliciousness will please your customers.

Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER & BENNER
370 DUFFERIN STREET TORONTO
Phone Park 2985

REPRESENTATIVES:
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ADVANCE—OR RETIRE?

there's no standing still in business

It's lines like H. P. SAUCE that make for grogress.

Good Value, Good Profit and Good Advertising—some of you are doing great things through H. P. Sauce. Now how about you?

W. G. Patrick & Co., Toronto, Montreal, etc.
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The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

The Scale That Catches Leaks

Many shipments come to the dealer with a shortage of weight, especially the large and bulky articles. What are you doing to prevent this loss? With a

"Renfrew Scale"

you can weigh the goods and catch the leaks while trucking them into place. A labor-saver, strong and reliable.

RENFREW SCALE COMPANY, Renfrew, Ontario

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

If wanting car

Corn, Peas or Evaporated Apples

write us

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write

NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
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ORR & McLAIN
Importers, Buyers and Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

WOOLLARD & STARRATT
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS, COMMISSION MERCHANTS and WAREHOUSEMEN
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181 Bannatyne Ave., - WINNIPEG
Branches:
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Western Agents for
WHITE SWAN SPICE & CEREALS LTD.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.

BUYING AGENTS WANTED
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.
Free for the asking.
We want all to know that we are the leaders. Very few don't.
Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

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L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

The

Condensed Ad.

page

will interest you

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia,
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powedrs to the following address:—
Name .....
With (Name of firm) .....
Street .....
City or town .....Prov.....

Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada:
KILGOUR BROS.
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O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN - - N. B.

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street, General Agent St. John, N.B.

Rake in the Dollars

Sell your customers the original, and most effective hand cleaner on the market,

SNAP
"Better than Soap"

is antiseptic and positively will not injure the most sensitive skin. Snap will remove any dirt, grime, grease, etc., and leaves the skin smooth and soft. Stock well and sell Snap.

Snap Company
Limited

Montreal, - - Quebec

St. Lawrence Granulated

THE CANADIAN STANDARD OF QUALITY

99 99/100% to 100% pure Cane Sugar

STOVE POLISH

The best stove polish you can buy or sell is the old reliable

James Dome Black Lead

The most satisfactory and economical Polish on the market to-day

Sells well **Pays a Good Profit**

W. G. A. LAMBE & CO., Canadian Agents

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

Sanitary Sectional Jar Cases

CREATE a demand for profitable bulk goods. You know just as well as we do that your customers are anxious to buy olives, pickles, brine and vinegar goods of all kinds; fish, etc., in bulk because it's cheaper. Here's a case that solves your problem of displaying these goods attractively, effectively and sanitary. This case will sell goods for you because it is doing it for others.

Capacity of Jars, 2 Gallons Each

Catalog of complete line free.

Write at once for our attractive proposition to "live wires" to represent us in Canadian territory. Many of our representatives clear over $3,000.00 a year.

Koren Manufacturing Company

5402-4 Windsor Ave., N. E. CLEVELAND, OHIO

Japan Teas

We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the sheives insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

Flysac Flycatcher

More profit—more sales than with any other.

70 Cents per Box of 50 Pieces

$12.75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.

The Advertising of KNOX GELATINE

appears regularly in the leading women's magazines. It is the kind of advertising that makes people hungry to taste the delicious dishes that can be made with KNOX GELATINE, and that means it **sends sales to you.** KNOX GELATINE is not only easy to sell because of our advertising, but, once you get your customers buying it, they will keep on buying on account of its quality and **big money's worth.**

A package of KNOX GELATINE makes **two full quarts** of delicious, wholesome jelly. Customers who buy KNOX SPARKLING GELATINE No. 1 will also buy KNOX ACIDULATED GELATINE No. 3 if you tell them about the extra envelope of lemon flavor in each package, which saves them the expense and bother of squeezing lemons.

Because you make a good profit out of the retail price of 15 cents.

"Make KNOX your Gelatine leader."

CHARLES B. KNOX COMPANY, Johnstown, N. Y.

Branch Factory—MONTREAL, CANADA

Stop hindering your customers from paying their bills!

Yes, this means you!—if you are a merchant handling your credit business by the old monthly statement method.

If you send out your statements and bills once a month you are actually keeping your customers from paying their bills for one whole month. Many of these people would pay their bills oftener if they had the chance. Many of these bills would not become bad accounts if the customers knew that they were running up a bill bigger than they could afford to pay.

Stop this clumsy, profit-losing, out of-date method. Install a Barr Register System at once that will not only prevent all this, but that will be the greatest influence for quick collections you ever had in your business.

One merchant states he reduced his outstanding accounts from $3,000 to $500. Would you like to do the same? Give us a chance to show you. That is all we ask.

Then, too, the Barr will do away with the old, burdensome, and out-of-date method of keeping books by the day-book, ledger, journal system. With the Barr System, all your bookkeeping is done at one writing. Here, again, is a profit-maker for your business.

Now, you don't have to take our word for this. All we ask is a chance to prove it. Just give us this chance. Surely if there is any possibility of our reducing your outstanding accounts one-half or two thirds—if there is any possibility of our saving you an immense amount of time and money on your bookkeping—if there is any chance of our getting rid of your bad accounts and making your collections better and simpler than ever before—surely if all this is so (and there are 16 things that the Barr does immediately to improve your business) it is only justice to yourself to know about it.

So use the coupon, and use it **NOW**. You'll forget it if you don't. Take out your pencil, mark the coupon, tear it out, and mail it **NOW**.

Barr Registers, Limited

TRENTON, ONT.

Messrs. BARR REGISTERS, Trenton, Ont. (Gro.)
Gentlemen: We would be glad to have you prove to us that the Barr Register System can save money and better our business generally.

Name .....

Street and No. .....

City .....

Prov. .....

OXO CUBES

are a blessing to every grocer in Canada

OXO Cubes

When your customers come at you about the high cost of living and complain about butter, eggs, flour and meat going up all the time, just ask them—"Why don't you use OXO CUBES? They are still 10c and 25c a tin, and they will help you save money on almost every meal you prepare." **Then tell the customer how to use** OXO CUBES to add flavor and nourishment to Soups, Sauces, Gravies, Stews, Hash, Meat Pies, Croquettes, Sandwiches, and to make HOT OXO. Tell them how convenient and handy OXO CUBES are—always the same in size, strength and quality. You'll soon build up a big and profitable trade on these wonderful food inventions.

OXO Cubes

Put in a stock of family sizes, also, containing 50 and 100 cubes. Send us a list of 20 or 30 of your customers to whom you would like us to send a special sample packet and we will mail direct by return.

Handsome Signs, Show Cards and Window Bills sent Free on request

Corneille David & Co.

TORONTO MONTREAL WINNIPEG
ST. JOHN, N.B.

OXO CUBES

DELIVER A DOZEN

When dealing with standard lines that are always in demand, a little salesmanship will often sell a dozen instead of one.

E.D.S. Brand Jams, Jellies, Marmalades, Catsups, Pork and Beans, Etc.

the standard of purity in Fruit products, find a regular place on the grocery order of every family who has once tried them, and it costs no more to deliver a dozen at a time than one. Get in on this and make stock move still more rapidly.

E.D.S. goods are extensively advertised, and are everywhere recognized as the leaders for purity.

Made only by

E. D. SMITH
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

It's New Business That Counts

Don't travel in a rut. Get after new tea business. Regain the trade the peddler has taken. It can be done, and "SALADA" is the only tea to do it with. Every year—for twenty-one years — increase has topped increase in "SALADA" Sales. New Customers have been added to the old. Their confidence and satisfaction have been obtained and retained. A reputation for reliability has been established. A trade worth while has been built up.

AND WE'RE STILL AFTER NEW BUSINESS.

"SALADA"

LONDON, ENG. 41 Eastcheap | BUFFALO 11 Terrace | NEW YORK 198 W. Broadway | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 34-35 S. Market St. | CHICAGO 361 N. River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

PURNELL'S

SAUCES

Will Sharpen Any Appetite

That delightful piquancy which adds zest to the meat course of any dinner is obtained by using Purnell's Sauces and Relishes.

They have a world-wide reputation for purity and fine quality, being known to the best trade for over a century and a half.

Stock Purnell's Worcestershire, B.V., Devonshire, Harvey Indian Grill, Essence of Anchovies, Parisian Essence, browning for gravies and finest Coffee Essence.

They will please and your customers will come again.

Purnell & Panter, Limited
Malt Vinegar, Sauce & Pickle Makers
Bristol, England

STUART'S HIGH CLASS MARMALADES

Stuart's Pure Grape Fruit Marmalade, a new specialty which is selling rapidly.

Stuart's Pure Orange Marmalade, a product of exceptionally good flavor. The result of the application of scientific principles in the process of manufacture.

Both lines yield excellent profits.

Stuart Limited
SARNIA, Ont.

GILMOUR'S

ANTISEPTIC HAND CLEANER

10c. Price is Right 10c.

If you secure a sample you can easily judge our claim —that GILMOUR'S has now assumed the lead in every respect, even if the price is lower.

Specially prepared so that no injury can be done to the hands.

Excellent for cleaning bath tubs, pots, pans, etc.

AGENTS CORRESPOND.

GILMOUR SOAP COMPANY
MONTREAL

One Quality Always, and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co.

Agents for the Dominion of Canada

403 St. Paul St., MONTREAL

Toronto Office, 30 Church St.

Every live grocer is now selling Syrup. Syrup is seasonable and a good seller. Of all brands on sale there is ONE that makes for satisfaction and profit to dealer all the time.

"CROWN BRAND" CORN SYRUP

For table and cooking purposes, made from the finest selected corn. A suggestion to your customers for a trial tin will make steady business. For sale by all jobbers.

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont

"Every Grocer is Expected to Do His Duty"

So Reads the Slogan on the O. R. G. A. Convention Card Sent Out by the Secretary—Large Number Expected to Attend—Some of the Questions Already in for the Question Box—More About the Railway Certificates.

President D. W. Clark and Secretary W. C. Miller, of the Ontario Retail Grocers' Association, with the aid of their committee, are gradually working to a conclusion the programme for the convention to be held in the King Edward Hotel, Toronto, April 16 and 17. The entertainment of the visitors, as reported in la ' week's Grocer, looks as if there was going to be a mighty good time, apart from the practical side of the convention.

Questions are coming along freely for the "Question Box." Secretary Miller reports a goodly number already in, and there is sure to be much good arise from this feature. Among the questions now on file are the following:—

"Is it wise to contract for eggs in the fall?"

"Does the association intend to take action in regard to the Weights and Measures Act?"

"Is it advisable for the merchants of their town to speak to the members of their constituency with regard to the two petitions now being signed?"

"Should retailers patronize firms that cure meats, put up pork and beans and such, and who have branch stores cutting in and encroaching on retail grocers?"

"Slow shipping of railroads and careless handling of freight, broken packages, etc.; goods shipped from Windsor, February 27, have not arrived in Kingston, March 17. What's the remedy?"

"Retail grocers every fall are requested to buy canned goods in large lots, and every hole and corner is filled up, and practically their stores are storehouses for the jobber and manufacturer. Would it be wiser and save a lot of financing to reverse the order of things and buy as you require?"

"Should retail grocers patronize firms who cater to 5c and 10c stores who sell such as 6 bars of laundry soap for 25c?"

"Grocers in Hamilton are being charged freight for goods manufactured in their own town. Why is this the case?"

"Why are wholesale grocers not satisfied with retail grocers' trade without going after hotels and other institutions? Why not put them in the limelight, avoid them and patronize wholesalers who do not sell to such?"

Questions From Clerks.

The retail clerks have also the opportunity of sending in questions for discussion. Secretary Miller has already received the following three:—

"Should my employer inform me as to the cost of his goods?"

"Should my employer inform me of any goods he desires me to push?"

"Is the O. R. G. A. Convention open to retail grocery clerks?"

With regard to the latter, the secretary announces that the meetings will be open for the clerks as well as proprietors. The more who come the better.

How to Obtain Certificates.

The secretary desires that the method of obtaining railway certificates be again made clear. All that is necessary is to make application at the local office or station of any of the railways and ask for a "Standard Convention Certificate" and a single fare ticket to Toronto. These certificates are carried by all ticket agents, and can be had for the asking.

On arrival at the convention they are handed over to the secretary and properly filled out, so that holders will be entitled to the reduced return rates. If there are more than 50 and less than 300 present from outside points the return fare will only be a third, plus 25c extra, the viser's fee. If more than 300 come, the holder will be entitled to return fare for the 25c only.

The Secretary's Invitation.

Herewith is reprinted an invitation being sent out by the secretary in postcard form. It speaks for itself. The opposite side contains, in addition to the address, the slogan: "Ontario Association expects every grocer to do his duty"—the duty, of course, referring to his attendance at the convention.

ONTARIO RETAIL GROCERS' ASSOCIATION

(Incorporated.)

Secretary's Office
632 Yonge St., Toronto

Dear Sir:—

You are cordially invited to attend the *First Annual Convention* of the above Association, to be held in the *King Edward Hotel, Toronto,* on *Wednesday* and *Thursday, April 16th* and *17th, next.*

A full discussion on trade matters and legislation together with a splendid programme of entertainment, will, we feel sure make your visit pleasant and profitable. Ask your station agent for a Standard Convention Certificate, purchasing a one way ticket and you will receive at Toronto your credentials to return at the reduced Convention rates. A large representation from outside points are expected and we trust *you* will avail yourself of the opportunity to be present.

The "King Edward Hotel" will be the headqu representation from outside points is expected and receive reduced hotel rates. "The Question Box" will be an interesting feature of the Convention and the Association invites queries relative to the trade, the same to be sent to the Secretary at as early a date as possible. The delegates will also be the guests of several of the leading firms during their visit. Trusting *you* will make a special effort to be present and endeavour to bring with you as many of your fellow grocers as you can, and assuring you of a warm welcome.

Sincerely Yours,

W. C. MILLER,
Secretary.

Reproduction of Invitation Card which W. C. Miller, secretary O.R.G.A., is sending out. All are invited to the convention, whether a card reaches you or not.

Section of the interior of the store of Peter Connal, Peterboro, Ont., of the oldest active dealers in the Dominion. Mr. Connal is standing in the centre of the floor in this illustration.

Veterans in the Grocery Trade

No. 3
Peter Connal

Peter Connal is a Peterborough, Ont., Grocer, Who Has Been Connected With the Grocery Trade for Nearly Half a Century—One of the Oldest Grocers in Canada—An Octogenarian Who is Still Actively Engaged in His Life's Work —Some of His Methods for Building up Business.

Arriving in Peterborough, Ont., during the year 1862, from Glasgow, Scotland, Peter Connal took a position there as grocery clerk with Nicholls & Hall, and after serving in that capacity for a short time, he went into business for himself in the store that he has occupied for nearly half a century. He can well be termed the veteran merchant of the above city, and is doubtless one of the oldest men in the grocery business in Canada to-day. He has seen his trade grow large from a small beginning.

A Busy Octogenarian.

In spite of his four score years, Mr. Connal never misses a day at the store, and during his long business career he has never been incapacitated from work through illness for one whole week. His has been a well-ordered life, and the same systematic order of things has been applied to affairs of trade with gratifying results. He finds an able assistant in his son, James Connal. Situated on George street, the main thoroughfare of Peterborough, in the centre of the busiest section, this place of business has a distinct advantage and at once commands the attention of almost every citizen.

Mr. Connal learned the rudiments of the grocery trade at the early age of fifteen in a store in Glasgow. He also served some time in a wholesale tea house in the Old Country, and the experience there gained has been of lasting benefit to him in his business. For, if one were to ask the average citizen in Peterborough what was particularly outstanding about this store, he would reply, "their teas and coffees." This has been made a special feature, and people who buy in other stores for other lines, would go nowhere else for their tea and coffee. He grinds and roasts all coffee he sells. He also has a fruit-cleaning machine and no currants and raisins leave his store without first having been thoroughly cleaned. This firm also makes a specialty of its flower and garden department. Almost every plant is found for sale here and a big trade is drawn by the handling of a wide variety of seeds and garden products.

Watches For New Lines.

Mr. Connal informed the writer that strict attention is always paid to the stocking of the store, no old stock being allowed to accumulate. He keeps in close touch with all the newest lines in the trade and is often the means of introducing them to Peterborough. Getting the article when it is first put on the market, his customers have it at once, and if it is good the news soon spreads. Persons in outlying districts wanting some new line in a hurry run to the corner grocer in their district and if unable to get it, they tell the dealer there where they secured it down town. The thing in question is at once usually stocked and in this way new lines become circulated throughout the city. Thus Mr. Connal has many times been the means of establishing the very latest in household wants in many Peterborough homes. Careful account is kept of all things purchased, and replenishing of stock is done consistently, so that customers can always be supplied. Patrons are given the very best service and prompt delivery is a popular tribute to the firm.

System of Handling Cash.

A cash-carrier system is in vogue. The duplicate check book is used by the clerks, and the cash is all handled by the cashier in the office. Mr. Connal believes in centralizing the cash for the reason that when everyone in the store is handling it, the memory is too much trusted, and mistakes are frequent.

A strong point in the success of this firm is the close attention that is paid to telephone calls, and in this regard a big business is done. This veteran merchant follows out the policy of not giving too much credit, and in cases where it is extended, thirty days is allowed.

Keeping apart from the municipal or public life of the community, Mr. Connal has devoted all his time to his business. He prefers the publicity that comes through the medium of satisfied customers, rather than that which a governmental relation to the people would bring. He caters to the better class of trade, believing the highest grade of goods secures the most desirable people.

That he has been successful cannot be disputed, and his example is one that can be wisely followed by the rising young grocery clerk who hopes to have a store of his own some day. Close attention to business, a good location, endeavoring to please his patrons in the highest possible degree, employing progressive methods in store management, have all contributed to Mr. Connal's success and are worthy of notice by the trade.

When you agree to order something special for a customer the advantage all lies in ordering it right away. The waiting customer soon becomes the disgruntled customer.

Window display suggestive of the Spring idea. Seasonable goods among seasonable decorations attractively shown.

Working the Spring Idea into the Display

The Present a Splendid Time to Make Plans for a Good Spring Window—Suggestions From Display Shown Year Ago By an Ingersoll Store—Spring Goods Arranged Among Seasonable Decor ations.

The arrival of spring suggests to the retailer a window display of seasonable spring lines. Hitherto the spring openings have been monopolized by the dry goods men. Why cannot every grocer have one as well?

A year ago this idea was worked out splendidly by a young Ingersoll, Ont., clerk, Bruce McDougall. He dressed a spring window which attracted a great deal of attention and gained good publicity for the store. The above illustration is a reproduction of it. This was shown in The Grocer some time after it was dressed last year but it will bear reproduction on account of its seasonableness just at the present time.

How Display Was Arranged.

In the background may be seen evergreen shrubs and the spring idea is carried out by using grass on the floor and the addition of birds, including a crane, hawk and owl. In the centre is a small pond of water with ducks swimming about.

On the table are the seasonable goods heralded in by the coming of spring. Butter is piled in zig-zag style on either side. In the centre is a wire basket of eggs, flanked by bacon, ham and pineapples, while dressed chickens and smoked meats hang in the background from the window top. On the right and left are canned meats and in the front centre pickles and lard.

Tulips were used as part of the decorations, these being strewn throughout the grass. On the ledge outside the window were placed geraniums and garden vegetable plants.

WINDOW PHOTOGRAPHS WANTED.

The above display represents what can be accomplished at every season of the year by the dealer or clerk with original inclinations. Now that the spring season is here, the present is a good time to begin. The man who dresses one or two good windows—windows that sell or are talked about—becomes enthusiastic over window dressing and soon ideas come to him without difficulty.

The Grocer wants to get as many good photos of displays as possible. Let every dealer or clerk who dresses a good window send us a photograph for reproduction. Make this department a valuable one.

Secured Much Publicity.

In the McDougall store, display cards are used freely for both window and interior displays. A couple will be seen in the illustration. Good results are bound to follow from such displays. During the time the spring window was in, a committee of prominent Ingersoll men called to congratulate Mr. McDougall on the originality of the display. This, of course, means that the window is referred to in the local newspaper, and thus the store gets some good publicity.

This display presents a bright opportunity for the original inclined to arrange something good within the next few weeks.

Iwan Burger, formerly a member of the Tokstad-Burger Co., of New York city, has established a commission business at 105 Hudson St., under style of Burger & Co. He recently returned from a trip to Europe where he was studying grocery conditions.

EVERYTHING IS READ.

Canadian Grocer,—Through the rush of business I neglected to send cheque for renewal of subscription of Canadian Grocer. I appreciate the paper very much, and read through all its valuable information each week. Kindly find cheque enclosed.

A. V. BROWNE,

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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PUBLISHED EVERY FRIDAY.

TORONTO, MARCH 28, 1913

WHY SPICE MARKET ADVANCES.

During the past two months spices have been advancing steadily in price. This has been due chiefly to the Dominion Government taking steps not only to enforce the standard which they have set in the past, but also to raise that standard. At the present time no definite conclusion has been reached as to what the final standards shall be on all spices, but for one thing inspection has already been made more thorough and manufacturers have been caused to follow out the law more closely than in the past.

Starting in on some extracts the Government raised the standard of purity and are now fairly well settled upon that topic. On spices they are still working away, and have already prohibited all spice dust from being marketed along with the spices, and have greatly reduced the percentage of shells permissible on such spices as peppers. Baking powder is still unsettled, but on it, too, the standard is to be raised.

With all this change, and with more thorough inspection on the part of the Government, spice manufacturers have been steadily advancing their prices, and it is reported that the top has not yet been reached. The public are beginning to demand pure foods; the Government is insisting upon it, and the only natural result is that prices will have to cover extra cost of production.

Cardamon and celery seed have been advancing rapidly lately, but this is due to the poor crops in the South, and to stocks being in the hands of a few. Seed crops are said to be in such bad shape that during the next couple of months cardamon seed is expected to reach the high price of $2 per lb. and celery $1 per lb., or almost twice what it costs at present.

THE BROOM AND BRUSH MARKET.

At the present time brooms are cheaper than they have been for a couple of years. With an abundance of corn on the market, and resulting low prices, the smaller manufacturers were able to quote prices equally as low as the larger concerns, so that competition has been keener and as a result a decline was made at the first of the year. Poorer grade brooms are likely to continue firm at present prices with the possibility of an advance, owing to supplies of corn having now been pretty well bought up. Best grade brooms are expected to advance about May 1. First grade corn, none too plentiful at any part of the season, was all bought up early, so that now it is practically off the market. As a result, manufacturers are likely to advance their prices shortly.

On rice root brushes there is liable to be another advance of at least 5 per cent. within a short time. White fibre and tempico are also firm and show signs of an increase. All these in the raw state are imported, chiefly from Mexico. Advances are said to be due directly to unsettled conditions in that country, effects of which are being felt now more than ever.

Boss scrubs continue steady at prices struck at the first of the year. No further decline is expected, as this year's supply is now all bought up and catalogue changes will not be made till November or December.

Bristle brushes, which advanced 5 per cent. in most lengths in January, are firm and steady. Brush factories are all busy and working to their utmost capacity.

Altogether there is little sign of lower prices in any lines of either brooms or brushes.

DISHONEST ASSOCIATION MEMBERRS.

If association work is to count for anything, each member who makes a pretension at all to belong to the organization, must live up to the agreements decided on at the various meetings. There is too much underhand work going on in which the men who advance the suggestions are held up to ridicule by the silent members who agree at the time the questions are advanced, but who use unfair methods later for their own personal gain.

For instance, when a price problem arises at an association meeting, it is shown for how much the article must be sold to give a fair margin. The whole meeting concurs in the matter, and it is the general impression that everybody in future will maintain that price as long as the cost remains as it is. Anything lower would show insufficient profit and would mean price cutting.

But when the members get back to their stores there are some who will take an unfair advantage over those who broached the subject. They say for instance: "Tobacco is still three plugs for a quarter here. Tom Jones, Art Smith and a few others got their heads together at the association meeting and decided to make it 10 cents straight, but you can still get it here at the old price."

Such a story naturally creates a feeling among the public that Jones, Smith, etc., are high priced men, and it usually takes some time to convince the people that they are fair and honest.

Associations must continue to harbor such men. The latter haven't the backbone to get up in the meeting and say they will not do so and so, but they are always on the alert to make dishonest capital out of those who do express their opinions. One man of this character can discount all the good that the association may do. Why does he not make his position known so that his confreres will know where they are at? He would then at least be honest with himself and with his fellow members.

MONEY STILL SOMEWHAT TIGHT.

During the past week declares The Financial Post, there has been a marked change for the better in the tone of the foreign money market. Bankers in Canada now are hopeful of a decided change for the better in the course of two or three weeks. The fact that they speak of improvements within a definite period is an indication of greater hopefulness.

Broadly speaking, however, there does not appear to be any better warranty for optimism at the present moment than there was a week or two weeks ago. The situation in Germany is still critical, the Balkan situation shows no signs of change, nor has President Wilson in the United States disclosed anything definite with regard to his policy. These are the most serious factors to be reckoned with by the money market.

In a few weeks, The Post adds, there will be an active movement of wheat which will release some funds and hold out Canadian balances abroad. There is, however, a very heavy volume of imports coming into the country, according to customs returns.

TO CHECK FIRE LOSSES.

The business men of Toronto are organizing to check fire losses and waste. This step is being taken as a direct result of an address delivered by the secretary of the American Association for the Prevention of Fire Losses before a meeting of the Manufacturers' Association at Toronto. A report of this address has already appeared in The Canadian Grocer so that it is not necessary to recapitulate any of the facts presented or the points made. Suffice it to say that the address was in the nature of a forcible indictment of the attitude that the public displays toward the question of fire prevention and particularly that of manufactures and merchants, who as classes are careless and indifferent. The figures that were given were startling but incontrovertible and they left an indelible impression on the minds of all who were present.

This is a problem which affects the retail merchant very closely. Not only should better methods be evolved for fire protection, but the whole question of fire prevention should be gone into and the careless practices now allowed rigidly eliminated. Not until then will merchants be relieved of the danger which constantly confronts them of being wiped out by conflagrations.

The movement now under way should be given the hearty support of the merchants.

GERMAN BUSINESS MEN COMING.

The visit of Court Councillor Horst Weber, of the "Illustrirte Zeitung" of Leipsic, Germany, to Canada last year has been the forerunner of a trip which many German business men will make to this country this year. Upon his return to Germany in December, he reported upon all that he had seen and experienced. The results of this three months' stay are, firstly, a special edition of the "Illustrirte Zeitung" devoted to Canada, and secondly, the arrangement of a Business Men's Trip to Canada of leading German personages of every field of activity.

The Business Men's Trip is a unique enterprise, for it is the first time that such a party of representative Germans will visit this country and be officially received by the Governments of the provinces and municipal administrations. From the list of personages and associations that are giving their support to it, the affair will be of great importance. These men will come via London and Liverpool and are due to arrive in Quebec July 4.

The Grocer has their entire itinerary, and any information re it will be gladly supplied to enquirers.

BUYING IN THE HOME TOWN.

An editorial appeared in a recent issue of a Sutherland, Sask., paper, containing some good homely advice on the question of the general public buying at home and cutting out the mail order house. It is worth reproduction here:—

"If everybody were loyal to the home town there would be no hard times. Let us look at the circulation of money. A storekeeper gets $15 for goods; he sends $10 to the wholesale dealer to pay for the goods. He takes the $5 and pays his meat bill, the butcher takes it and pays his coal bill, the coal dealer pays it for board. The keeper of the boarding house takes it and buys $2.50 of meat and $2.50 of merchandise. This is giving a short circulation of money. We might go on to figure it out till most every dealer in town would have a portion of this money, but the point is that just as soon as one sends a part of the money in circulation out of town then every one suffers by that action, and he then wonders what makes collections poor."

Retailers should all do their part to keep the money at home by buying everything possible from their fellow merchants. They can, too, enlist the services of the local paper in showing the public by such an illustration as appears above what they lose in dealing with out-of-town stores. Usually when a person is made to see the injury done the community by purchasing from mail order houses, he is easily won over as a good booster for his home town.

EDITORIAL NOTES.

The man who knows more than the boss gets boss; but the man who only thinks he knows more than the boss gets fired.

* * *

Alive the hog is quoted at around 10 cents in Montreal and dressed at 15 cents. Surely it looks as if the clothes made the hog.

* * *

Now just as our appetites were being sharpened up to again enjoy the flavor of the boiled ham, etc., the old "hawg" begins to move beyond our reach.

* * *

"The Ontario Association expects every grocer to do his duty," is the slogan on a card being sent out by the secretary in connection with the first annual convention.

* * *

When the grocer sees his wife getting her new spring bonnet he can take it for granted that the time has come when he should give his attention to the sale of spring time lines.

* * *

The retailer who thinks it unnecessary to charge up a salary for himself, and who is only netting $1,000 a year out of his business, is really—if his services are worth more than $20.00 a week—working for himself for less than others would pay him and making no profit on his investment at all.

Winnipeg Grocers' Banquet to Travellers

Latter Were Victorious in the Annual Curling Contest—Wholesalers Present and Give Addresses—One Suggests That Business Be Done on Cash Basis—Lawn Bowling Match Suggested.

Winnipeg, Mar. 25—(special)—While the western travellers are priding themselves upon their defeat of the Winnipeg grocers in the famous curling tournament held during the winter, they have had to admit that the grocers are unbeatable as hosts. The banquet which the grocers tendered their successful rivals left room for no other conclusion. This feast of the grocers and travellers has come to be an annual affair. Speeches made at this last gathering show that other events are remembered, but the banquet of 1913 will go down on history as the best ever —unless the losers in the 1914 Blue Ribbon Curling event achieve the seemingly impossible and set a new standard.

More Than 300 Present.

Over three hundred grocers and travellers sat down to the many tables which had been arranged in Manitoba

J. R. GOWLER,
One of the speakers at the banquet.

Hall. Geo. D. Sinclair and the members of his committee had arranged things so well that there was no delay, and for upwards of an hour all were exceedingly busy and exceedingly happy The orchestra played as the various courses disappeared, and from time to time, the host and guests broke into song assuring one another that they were desirous of securing a Girl Just Like the One that Married Dear Old Dad.

But there is a limit to human endurance, and even a good dinner has to have an end. This, being so, J. A. McKerchar, chairman of the evening, started the second and perhaps an even more enjoyable part of the programme. Grocers, wholesale, and retail were called upon by Mr McKerchar. Travellers too had to arise and explain how "unaccustomed to public speaking." There were many good stories told and many serious points brought out in the various remarks. Mr. McKerchar felt that there was only one fault with the gathering that it did not come more often. He felt that the wholesalers and retailers getting together in this way, to meet with the travellers, resulted in better understanding, that could only make for better business conditions.

The Wholesaler's Profits.

After a toast to the King had been drunk and after Alderman Dr. Munroe had proposed the City of Winnipeg, T. Jobin was called upon to speak for the wholesale trade. Mr. Jobin as all know, is a big man with a big voice and a big fund of stories. When he is making a speech at a banquet those present commence to laugh before he starts and they have no cause to discontinue throughout the remarks. Mr. Jobin regretted that he had been unable to be present last year. "I had to go to see a man who was not likely to come across," he said. Then he told a number of inimitable stories, concluding with that one thought about the wholesalers which the retailers all seemed to appreciate. "There is one thing about the wholesale trade," said Mr. Jobin, "the profits are too small."

W. P. Reilly, who has recently taken over the management of the A. MacDonald Co., speaking to the toast "The Wholesale Trade," made a strong plea for a better understanding between this section and the retailers. "We may make mistakes," said Mr Reilly, "but we are studying the conditions of the retailer perhaps more closely than the retailer himself. Our success depends upon the success of the retailer." Mr. Reilly then spoke of the false impressions which retailers occasionally have. "The wholesaler," he said, "is the buffer between two great factions. We aim to take things from the manufacturer and put them before the consumer at the lowest possible price. The wholesaler like the retailer, must give his customer one hundred cents on the dollar, and when possible one hundred and five cents. Another point Mr. Reilly brought out, was that of doing business on a cash basis. Whenever possible, he, said, the wholesaler buys for cash. Too many retailers, he added lose sight of the fact that money does talk. If the retailers ran their business on a cash basis; if they remembered that it costs money to keep books and to mail accounts, it would do much to reduce the high cost of living. Continuing, Mr. Reilly spoke of some retailers who regarded their wholesaler as almost a banker. They should not do this, he said, but when they do they should give to the wholesaler the confidence that they would to their banker. They should be willing to make their affairs known, so that the wholesaler would know whether or not he was justified in advancing them credit.

R. R. Wilson spoke briefly, referring to many fine gatherings of the grocery

R. L. WAUGH,
Winnipeg grocer who was on the banquet committee.

trade which he had attended and expressing a belief that such events should be held regularly, as they did much to bring men together so that they could more readily over-come any little difficulties which might arise from time to time.

Lawn Bowling Suggested.

S. M. Screaton and C. Gibson, were called upon to speak for the victors. Mr. Screaton made a suggestion which met with general favor. He proposed that bowling should be added to the sports in which grocers and travellers

competed. He did not think it would be necessary to hold more than one banquet during the year, but if the good times that had been had at the rinks could be had on the bowling green, he believed it would be a splendid idea. "The grocers," said Chas. Gibson, "always accuse the travellers of trimming them on the ice or in the store. If we want to keep our jobs we will have to let them win next time."

M. O'Connor took charge of the proceedings at this point, and as was to be expected started by telling a good story. It seems a certain Scotchman speaking on the question of adulteration, wanted to know what a man thought of adding water to whiskey. "Why," said the man, "that's a gross swindle. "Then," said the Scotchman, "what would you think of adding sand to sugar?" "That," came the reply, "would be a grocer swindle."

J. R. Growler, speaking for the vanquished, took satisfaction from the fact that while the travellers had the best of it on the ice, the grocers would get even with them. "In the store," he said, "we can keep them waiting as long as we want." D. W. McLean and Russel L. Waugh also spoke to the toast.

Next came the great event, the presentation of the cup and the lockets. D. Dingle of Dingle & Stewart, the firm which presented the cup, declared that the contest was undoubtedly the Blue Ribbon event of the curling year. He congratulated Harry Penwarden and his rink upon their victory, and handed over the gigantic loving cup. S. C. Richards presented C. R. Mackin, W. White, N. J. Lawrie and H. Penwarden with lockets as mementos of the event.

John Murphy of the Royal Crown Soap, Ltd., was also called upon to speak at this juncture and had a good story to tell.

The vice-chairman, M. O'Connor, had the responsibility of speaking for the ladies. It was a typical O'Connor speech, and kept the guests in the very happiest frame of mind.

During the evening a number of musical numbers were given. Chas. L. Harper, Sandy Finister, P. Logan and Wm. Hunter rendered songs. Jas. Fisher gave a comic reading, while the Glamorgan Quartet brought those present to their feet by their stirring song "Comrades in Arms." F. W. Kerr rendered several of Dr. Drummond's "Habitant" selections in delightful style.

To the committee which arranged the banquet and programme, credit is due. They were:—Geo. D. Sinclair, chairman; C. A. Mackin, secretary; R. L. Waugh, treasurer; S. Penwarden, J. A. Campbell, C. R. Gibson, M. M. Kellough, Jas. Conglaton, N. Lawrie, W. Lewis, M. O'Connor and W. E. Timson.

Protecting $20,000 in Property from Fire

How $10 Rightly Spent Will Aid Materially in Preventing Fire From Matches—Eliminating the Danger Where There is No Organized Water Protection by Fire Fighting Apparatus—Case Where Insurance Premium Was Lowered.

By H. C. Lowrey.

"Some day, Henry, you're going to be burnt out if you keep your stock of matches up there," said a traveler to me one day about a year ago. "A rat or a jar is going to knock down a package of matches and your store will go up in smoke."

My stock of matches had been kept on a high shelf for years and I had never given the matter a thought, but almost as the traveller uttered his warning and while we were still looking at the match shelf a clerk dropped a heavy box directly under the shelf, knocking off several boxes of matches. Instantly three boxes of these were ablaze and it was only by the quick and combined efforts of the entire staff of eight men, that a disastrous fire was avoided. As it was the loss was about ten dollars.

Took Heed of the Warning.

That double warning set me thinking. I began to realize the risk I ran. This was all the greater as my store was in the country and absolutely without fire fighting apparatus of any kind, not even water buckets. The more I thought of it the more alarmed I became and I began to see dangers never thought of before. But that match episode had so impressed itself upon my mind that I had to eliminate that risk first. We discussed several plans, and at last adopted this plan which is still in use. We took a section of shelving near the floor and arranged it as here described.

This arrangement is very simple, yet affords ample protection. First the wooden shelving was removed and the whole section lined with sheet tin and soldered so as to be absolutely rat and mouse proof; also to be as near air tight as possible. No fire can exist without air. Then the whole section was lined with heavy asbestos as an additional precaution. The doors were treated in the same way and made as close fitting and air tight as possible. Heavy spring hinges were used to prevent carelessness in leaving doors open. A strong spring catch was used to keep doors shut tightly. The compartment was large enough to hold three cases of matches, and had metal shelves to separate the different kinds and brands.

Expense Only $10.

Thus, with the expenditure of about $10.00, I had a match safe where I could keep my stock of matches and thus eliminate any danger of fire from this source.

My experience with those three burning boxes of matches taught me a lesson. To-day the store is as fireproof as it is possible to make it. We had chemical extinguishers and water buckets at different points. Outside were placed iron scaling ladders that were permanently attached to the roof. We had fire drills at unknown intervals. The result of all this precaution was an efficient fire fighting force and a substantial reduction of 40c per $100.00 of insurance. This saving in insurance premiums more than paid for the fire fighting equipment.

OSHAWA MERCHANTS ORGANIZE.

Oshawa, Ont., March 27.—A branch of the Retail Merchants' Association of Canada has been formed here. N. C. Cameron of Peterboro and E. M. Trowern, Toronto, addressed the merchants at a recent meeting. The following officers were elected:

President, J. E. Beaton.
1st Vice-President, H. H. Cawker.
2nd Vice-President, Wm. Merritt.
Treasurer, H. Ross.
Secretary, J. B. Ross.

The above officers were also appointed to attend the annual convention of the Association which is to be held in Toronto on April 28, 29 and 30.

BOWMANVILLE MERCHANTS ORGANIZE.

Archie Tait, Grocer, Was Elected President of the Association.

Bowmanville, Ont., March 26 (Special).—A meeting was held in the Town Council Chambers here on March 19, when an address was given by N. C. Cameron, 2nd vice-president of the Retail Merchants' Association of Canada, outlining the objects of the Association.

One of the most important matters dealt with was that of the Credit Reporting of all the "dead-beats" in the towns as well as the whole province.

Archie Tait, who was elected president, in his address stated that he now feels much younger, as he believes that the merchants are at last realizing the need of getting together for the purpose of protecting each others interests.

Every grocer is now a member, as well as nearly every merchant in the town.

The Clerks' Page

By the Cub Reporter

The Cub Reporter.—Can you tell us why it is tbat Easter came so early this year? I might say here that I am glad tbat you are devoting a page to clerks, and I enjoy reading the Grocer very much.

Winnipeg Clerk.

Note.—Easter Sunday is always the first Sunday after the full moon wbich bappens on or after the 21st of March. Full moon this month was on Saturday, March 22nd, so that Easter Sunday was March 23rd.

HABITS OF THE ANCHOVY.

A retail clerk writes from Halifax, N. S., with a request that some information be printed on this page about tbe Anchovy.

The anchovy is a small but delicious bony fish, four to six inches long, resembling the sprat, pilchard and sardine. In spring it abounds in the Mediterranean, and the finest are said to be caugbt off the island of Gorgona, near Leghorn, in May, June and July. The fish are attracted to the boats at nigbt by lighted torches, and are scooped up in seine nets. They are afterwards gutted and decapitated (the head and liver being exceedingly bitter) and packed with rock salt in small kegs weighing about 5 lbs. each, also in alternate layers of salt and fish in larger casks, whicb latter are opened and the anchovies filled with brine, colored with Prussian red, and put into smaller bottles to retail.

Anchovies are also packed in oil, after being cured in salt, besides being made into pastes, essences, sauces, etc. These fish are often cooked for table by boning and frying in oil or butter, seasoned with cayenne, and served on toast, or they may be laid on thin strips of brown bread and butter. Tbey are also often eaten raw, the small fish being generally selected.

The genuine anchovy may be easily distinguished by its large silvery scales, the pink salmon color of its flesh; the head is sharp-pointed, the snout of its upper jaw extends considerably below its lower jaw, its body is thin, and its mouth is large, tbe back is round, not sharp, and bas a bluisb-brown color.

OBSERVATIONS BY THE CUB REPORTER.

The most valuable clerk is the best salesman.

• • •

A penny-in-the-slot clerk is one who hands out only what is asked for.

• • •

It is easy to give away goods. Salesmansbip is selling good goods at a profit.

• • •

Having the store in order before the arrival of tbe first customer is taking time by the forelock.

• • •

Tbe clerk who nibbles away at tbe cbeese, tbe fruit and tbe confectionery should have bis salary cut down.

• • •

When a young man, supposed to be full of energy and life, regularly comes late to work, be can be stamped as a has-been before he ever was anything.

• • •

It is supposed to be good business to sell a customer as many goods as you can, but it is well to remember that an oversold customer is slow to repeat.

• • •

When a clerk gets tbe idea that he draws his pay for spending his time in the store and working when work thrusts itself upon him, it is time be should waken up.

• • •

Bear in mind that the profit your customer pays you on the goods he buys is paid not merely for the privilege of buying from you, but for a service you are supposed to render.

FITTING THE CRIME.

Complaints about the inferior quality of food, the adulteration of food, the high prices and the cbeating weigbts have been common for centuries, says the Boston Herald. Tbere are some curious pages in Henri Estenne's "Apology for Herodotus," and tbat book was published in 1566. But offenders were often punished and in most appropriate manner. Witness an edict recently found in tbe arcbives of Puy-de-Dome: "Whosoever shall have sold watered milk, in his mouth shall be set a tube, and into the said tube shall be poured the watered milk till tbe doctor or barber tbere present sball assert that the cuprit cannot swallow more witbout being put in danger of bis days. Whosoever shall bave sold butter containing turnips, stones or any other foreign substances shall be seized and attached in a very curious manner to our pillory of Pontet. Then the said butter shall be placed on his bead till the sun shall have melted it completely and in the meantime the children and meaner folk of the village sball insult him with such outrageous epitbets as shall please them—subject to the respect of God and His Majesty. Wbosoever shall have sold evil or rotten eggs shall be seized by the body and exposed in our pillory of Pontet. The said eggs shall be given to the children of the villages, who shall, by way of joyful diversion, tbrow tbem in the face of the culprit, so that all may be full of merriment and laughter."

The business man who will not help boost the business of the town does not deserve to have the townspeople help boost his business.

There is something for you on every page of your trade paper and you will not get it unless you read for it. Ideas will not climb out of the pages of this paper and perch on the rim of your glasses and wait to be noticed.

Pay as You Go--Use of Cost Book System

Retailer Advises the Trade to Buy What Each Man's Capital Will Pay For — The Keeping of a Cost Book—How Author of This Article Operates Such a Book—Association Work and the Relation of the Customer to it.

*By Henry Johnson, Jr.

Dear Henry J.—I used to have a card hanging in my store which read: "Pay as You Go, and you will know where you stand." A man looking at it one day made it read: "Pay as you go, and you stand where you are."

Both are good rules to follow. I have always made it a practise to discount my bills, and usually do so without horrowing; hut sometimes have to ask the help of the banks. But never more than five hundred dollars, and that for only sixty or ninety days.

I think as you say in your recent letter, that it takes a man of mere than ordinary husiness ahility to do ordinary business with other people's money, and make a success of it.

I am heartily in favor of your advice in your recent articles, to go slow; huy in small quantities, and know where you stand. The johhers are anxious to sell their goods, and there is not much to be gained hy overbuying.

Yours very truly,

H.M.F.

All of which is conclusive in itself and sound logic. I am glad to hear from this bright merchant whom I already know as a philosopher who realizes the value of fitting himself into his surroundings contentedly, takes a look at the rising sun every morning, does his work with cheer and helpfulness every day to the best of his ability, "and is kind."

Cost Accounting.

At a recent association meeting this question was propounded: "How can a merchant hest accomplish an accurate cost-accounting system? Why should it he done?"

Let me dispose of the latter portion first, hy saying a cost-accounting system should he formulated and practiced that you may know, accurately, what your goods cost you. Is that reason enough for its installation? I know of none other.

Now the way to know costs is to find costs, down to the least fraction; and then keep such record of costs as will recall to your mind all details as readily as possible. The answer in all small businesses, is the simple Cost Book. There are various forms, not widely divergent from each other in general plan. My own is very simple.

Uses Loose-Leaf System.

I have a loose-leaf book with quadrill-ruled pages about 5¼ x 7 inches divided by a set of index pages. My stock is assorted hy a system grown up through the years, the result of old hahits. Your arrangement might not be similar, nor would it need to he. Any logical arrangement which will give you ready access to the information wanted will do as well as any other arrangement. The main thing is to have it as simple as possihle.

My book starts with A, under which I find axle grease, almond paste, ammonia, etc. Under B I find haking powder, hath hrick, heef extract, beeswax, baskets, hluing, brooms, etc. Under C, I find, among other things, canned fish, canned fruits, canned vegetahles, can openers, coffee, crackers, etc. Under D there is drugs, dried fruits, etc. Under E comes extracts, etc. Under F I have an old classification which you might not use. That is Farinaceous. It covers all the cereals and was adopted hefore cereals amounted to much. Here I find the products of wheat, oats, rice, etc.; and one of the suhdivisions covers flour.

How Cost Book is Indexed.

The pages hetween the indexes are cut along the outer margin, so that the top of the first page extends across the entire width of the hook and hears title of the contents of that page—rice, tapioca, sago, for instance. Then the remainder of the page from the right margin back five quadril-spaces, is cut away down to the hottom, thus exposing the the flap showing the contents of the next page—and so on clear down the outer margin of each section. All this is done with a sharp penknife, home-made, just as you want it, and thus suited to your own needs and ideas.

On each page I enter in ink the name of the article, under its own head, in its own section. Thus:

Olive Oil in tin.
Gals: Jones, RDN .....($4.25)
Hf. Gals: Jones, WAD .....($2.25)
Qts: Brown's, ANX .. ..($1.00)
Pts: Brown's, LNX ....(50c)
Hf. Pts: Brown's, OXD .....(25c)

Ink, as I say,; but only covering the title, olive oil, the sizes and the indication, "in tin." The brands and cost marks are in pencil, so also the selling prices in the hrackets. Thus I am able to erase and change costs and selling prices without altering classifications. The large packages, such as gallons and halves, are priced in the cost per gallon and per half gallon. The small tins and all bottles are priced at the cost per dozen; but in all cases the selling prices are single—so that any clerk can ascertain our selling price hy referring to the Cost Book.

Little Work to Keep it Going.

There is a lot of work about getting up such a hook, and it is a joh you cannot delegate to anyhody hut must do yourself. After it is once done, however, it is very little work to keep up the book. Some of my pages have not been changed for over seven years—since I got up the hook I am using now; and some of the old costs have not heen altered for almost as long. These last apply to articles which have passed out of active sale, due to changing lines and altering tastes in merchandising.

Now, if you will go over each invoice as soon as it comes in, fixing the selling price and inserting the cost in your hook at once, the task of keeping up the hook will soon be a matter of a few minutes every day. Your costs will then be readily accessihle, your selling prices right on record and your general husiness and especially your inventory, very much simplified.

So you can see here a little "scientific management and efficiency" which has no mystery and nothing occult or esoteric about it—merely a little common sense and industry. And that is the way with most of those things when you come to examine them with a view to applying them to your own requirements.

Frankness With Your Customer.

Another question was: "How can an association interest their hest customers in the business of the local organization?" and the "answer" given by the committee was: "———tell them the objects of the organization, for hetter legislation, credit protection, etc., and not for price regulation."

O, bless you, No! Never tell anyhody that we expect to fix things so that we can realize more than the harest living —and not too much of that—out of our business! No: it surely has been specially "written" that the grocer may eat —moderately—and sleep—a little, semi-

(Continued on page 37.)

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Systems Good and Bad for Cost Marking

Some of the More Common Ideas Now in Use—The Advantages and Disadvantages of Each—Plan Followed by Many Up-to-date Firms to Keep Cost Marks Absolutely Secret.

Finding a satisfactory system for cost marking is a problem which has bothered many a general merchant. Many systems have been tried with varying success, and a canvass of the methods adopted by dealers at the present time shows that all of these systems, modern and obsolete, are still in use somewhere.

The main factor in the problem is to secure a system of cost marks which will make the cost price readily obtainable, but which will keep the secret from those who do not need to know it. Few merchants care to allow the members of their staff into the secret of cost prices. Not only would it increase the chances of the information leaking out to the general public, but it would, in a number of cases, lessen the confidence of the salesman in the article he was selling. Let us demonstrate this point. The buyer has picked up a certain article for $2.50 which ordinarily would have cost him considerably more. Feeling that the store was entitled to the benefit of the deal, he marks the article at the price which would have been charged, had the usual cost price been paid, say $7.00. When the salesman offers this article to a customer, he concludes from his knowledge of profit margins and from the manifest quality of the article that the price was about $5.00. If, however, he can read the cost marks, and thus learn that only $2.50 was paid, his confidence in the value of the article is lessened, and his arguments will, unconsciously, perhaps, lack the ring of sincerity which is needed to close a deal. And yet the profit asked in this instance would be fair from every standpoint.

The Letter System.

A system used to a very great extent is to adopt a letter code, a certain letter standing for each number. It is a common practice to take a word of ten letters and use the letters for the code. Thus:

I m p o r t a n c e
1 2 3 4 5 6 7 8 9 0

A more common practice still is to use symbols. This is a method still adopted by a great many dealers, but it has many drawbacks. It does not require the deductive reasoning of a Sherlock Holmes or an Edgar Allan Poe to solve a symbol cypher when one comes in contact with it every minute of the day.

Still another method is to adopt a certain figure, say 275, and add to it the actual cost price of the article. Thus, an article costing $1.25 would be marked 400. There are obvious drawbacks to this plan.

Others still use what might be termed a typewriter code as follows:—

. , ; : | * ! ? ( )
1 2 3 4 5 6 7 8 9 0

The Most Advanced System.

With the growing recognition of the inexpediency of making reductions, there is not the need now for the cost price to be obtainable by glancing at the price card. With this obstacle removed, merchants have evolved systems which enable them to keep their cost prices absolutely secret.

A few merchants in Canada are using a system at the present time which is the best that the writer has ever encountered. Stock books are divided into departments, and a letter is used to designate each department. Thus:—C, canned goods, T. Tea, S. Sugar. Invoices are entered up as they come in, a fresh start being made at the first of each year. The nature of the goods, cost price and name of firm bought from are entered. Each entry is numbered. Tags are then made out and attached to the goods, containing letter to designate department, the year, the number of entry and the selling price. To demonstrate: A number of cases of canned goods are received, cost $6.00. It is, let us suppose, the first purchase made for the department for the year, and it is decided to sell them at $9.00. The tag would be made out as follows:

C 13 1
$9.00.

The advantages of this system are many. If the cost price is desired, it can be looked up with very little trouble. Goods marked 12 will appeal at once to salespeople as goods which should be cleared out as soon as possible, and in this way the stock is kept turning over with profit-earning completeness.

A system somewhat along the same line has been adopted by a great many merchants in this and other countries. A book is kept for each department, and each page is divided into a certain number of lines. When a consignment of goods is received, the cost price, name of firm, date, etc., are entered in the proper book. The price tag attached to the goods is then marked with the page and line where the entry was made. If the entry was made on page 37, line 29, the cost marks on the tag would be 37 29. A good system this, but inferior in some respects, we believe, to the one outlined above.

General stores are in many cases behindhand with systems covering points of this kind. The need for a cost marking system is becoming pronounced, and yet many of the largest stores are still working on a plan that is very obsolete. Some of the suggestions given above will be found practical.

The merchants of Kamsack, Sask., have formed a Retail Merchants' Association, the chief object being the curtailment of credits. Their intentions are to adopt the cash and short date credit system. The merchants in Kamsack who have identified themselves with the association are: McLennan & Stevenson, Christianson & Perkins, A. Lindgren, J. G. Hallson, Simon Johnston, Wm. Carment.

The Brockville Co-operative Society has been formed and will apply to the Ontario Legislature for incorporation as a limited liability concern, with capital of $10,000. Among those connected with it are machinists, painters, boilermakers, carpenters, tinsmiths, moulders, toolmakers, a blacksmith, a deputy sheriff and a shipper.

H. Griffin, who has been in charge of the grocery department at Kane & Kane's, Orillia, Ont., for some years past, is leaving to take the managership of a grocery store at Brampton.

MORE CHAIN STORES COMING.

Montreal, March 27.—Fitz-James E. Browne, President of the real estate firm of the House of Browne, is going into the chain store business. He is establishing a chain of stores throughout the Dominion and the first will be opened in the Browne Building in Montreal shortly.

These stores will provide cigars, candy and shoe shines for the public, and it is intended to establish a Browne quality that will attract all. The employees of the stores will be clothed in brown, the candy will be packed and sold in brown boxes, the cigars will be brown and the stores themselves will be painted the same color. Mr. Browne has also a very large interest in the Associated Stores Co., Limited, which has leased the old Ogilvie Building on St. Catherine street.

Current News of the Week

Quebec.

Rahal & Frere, grocers, St. John's, Que., have registered.

Mr. Thompson of the Canada Sugar Co., Montreal, was out of the city for the holidays.

A number of Montreal retailers took advantage of the holidays to take a trip to Boston, New York City, and other United States points. Among those taking this trip was Arthur Poitras, of the Montreal Grocery.

Mr. Seward, of the Matthews-Laing Packing Co.'s Montreal sales staff, has severed his connection with the above firm and is now connected with Tooke Bros., shirt manufacturers. Mr. Huartson, has been appointed to succeed Mr. Seward.

The wholesale produce company of A. A. Ayer & Co., Limited, Montreal, will be liquidated by mutual consent on May 1st next. John Kergow, J. H. Scott and W. W. Pickett, retiring. A. A. Ayer, A. J. Ayer, A. A. McKergow and C. T. Pickett, of Montreal, and Senator D. Derbyshire, of Brockville, will continue the business under name of the A. A. Ayer Company, Ltd., from that date. The capital is placed at $750,000.

Damage estimated at $100,000 was caused by fire on the night of March 21 to the premises of La Rue and Cloutier, wholesale grocer, 246 St. Paul Street, Montreal, Que. The cause of the fire is unknown. Price Bros., pork and beef dealers, suffered a heavy loss from water damage. The $100,000 stock carried by LaRue and Cloutier was stated by Mr. Cloutier to be a total loss, but is well covered by insurance.

Ontario.

G. E. Boyd, grocer, Toronto, is succeeded by F. J. Forest.

J. L. McKee, a Toronto grocer, has sold to Crawford & Son.

Pizer & Co., grocers, Toronto, have sold their business to W. J. Snell.

Jas. H. Gilmour, of Gilmour & Co., wholesale grocers, Brockville, Ont., passed away last week.

Renfrew, Ont., anticipates getting a canning factory. The Dominion Canners had representatives there recently to talk to the farmers on growing peas and if they grow properly, intimated that a factory might be established.

Some of the working men of Brockville, Ont., have organized a co-operative society for the sale of general groceries and provisions. The company is capitalized at $10,000, of which it is stated $2,000 has been subscribed at shares of $5 each.

With a capital of $250,000, the Bowes Company, Limited, Toronto, has been organized to take over the business of the J. A. McLean Produce Company, of that city. A. O. Hogg, J. L. Bowes, G. D. Wilson, R. Thompson, and George Hawkins are the provisional directors.

Western Canada.

J. G. Elliott is opening a general store at Okanagan, B.C. Geo. Smith, formerly of Armstrong, has joined the selling staff.

A disastrous fire occurred recently in Govan, Sask., destroying the general store of Latta Bros. Their three stores with stocks and fixtures were valued at over $40,000.

The Watrous Trading Co., Watrous, Sask., will take over the stock-in-trade of T. E. Fenby, grocer, the first of April, and remove the goods to their present place of business.

The British Columbia Packers' Association is making preparations for a salmon pack of 400,000 cases this season. The organization plans the operation of twenty-four canneries, fourteen on the Fraser river and ten on the Skeena and other northern rivers. Last year the Packers' Association operated five canneries on the Fraser and ten in Northern British Columbia, the total pack amounting to 250,624 cases of salmon and the usual proportion of other fresh, frozen and mild cured fish.

Sixty-three members of the Edmonton, Alta., Council of the United Commercial Travelers and visiting brethren from Winnipeg, Calgary, Regina, Lethbridge, Portland, Ore., and Lowell, Mass., were gathered together at a meeting the evening of March 15, when 14 candidates were initiated. The candidates were L. F. McCarthy, Swift Canadian Co.; C. A. Hallett, Redmond Co.; Andrew Leslie, International Harvester Co.; D. C. Boyce, Canadian Starch Co.; H. G. Dyer, George Weston, Ltd.; C. C. R. Addy, Metals, Ltd.; E. P. Doyle, Merrick Anderson Co.; C. A. Wilbie, Wilbie Forrest Auto Co.; C. L. Purdy, Canadian Fairbanks-Morse; J. T. Tighe, Plunkett & Savage; C. A. Theriault, Hudson Bay Co.; R. Condale, Massey-Harris Co.; W. R. Schurman, Paragon Office Supply, and Lawrence L. Stuart, J. B. Mercer.

Following are items from The Canadian Grocer of March 31, 1893:—

"New maple syrup is expected to arrive on this (Montreal) market next week. In the meantime, last year's make is selling fairly well at 75 to 85c, the inside price being for large lots."

Editorial Note.—The maple syrup season seems to be a pretty steady one. Every time April 1 comes round, the sap begins to flow.

* * *

"According to a return from the Assessment Commissioner there are 107 licensed pedlars in Toronto; of these, 23 are not on the roll and the remainder are assessed for $149,-236 realty and $4,374 personal property."

* * *

"The canned goods position remains much about the same as a week ago. Demand keeps fairly good, and prices firm. Tomatoes still sell at ninety cents to $1., and demand is fairly good at these prices. Peas are in good demand and firm at 90c to $1. Corn is in active demand this week at prices ranging from 90c to $1.25."

Editorial Note.—The only line of the above three which is around the same price as twenty years ago is the corn.

PROFIT IN GREEN TURTLES.

The green turtle is found most extensively all along the coast of Magdalena Bay, Lower California. The natives in a great many localities subsist almost entirely on its meat. At the place named a firm once purchased these turtles for 50 cents and sold them in the markets of San Francisco for $5, but it is doubtful if they could be obtained at such prices now. At Magdalena a company has a concession to fish turtle in that locality, being managed by Japanese, and it is supposed owned by Japanese also. This concession would, of course, interfere with others who desire to fish turtle there.

Molasses on the Advance---Sugar Strong Yet

Latest Reports Indicate Molasses Will be Short—Sugar Shows No Signs of Easing—Money Tightness Having Bearish Effect on Some Primary Markets—Business Passing Only Fair.

QUEBEC MARKETS.

POINTERS:—

Molasses—Sharp advance of 4c per gallon.
Raisins—Declined.
Sugar—Stronger.
Tapioca—Declined.
Almonds—Slightly higher.
Shelled Walnuts—Lower.
Maple Syrup.—Arriving.

Montreal, March 25.—Trading on the local grocery market has been rather quiet during past week on account of holiday. However, the trade is getting down to business now in earnest. Collections are much improved, and conditions are promising for a large business during the coming summer. Wholesalers state that the money stringency has not caused them any alarm, as the banks have not curtailed loans for legitimate business.

Prices on staple lines continue to decline. This time it is raisins, dried apples, tapioca and shelled walnuts. Molasses, on the other hand, have advanced quite sharply, jumping up four cents from last week's quotation for future delivery. Regarding this advance, there seems to be considerable difference of opinion as to price, and some wholesalers refused to set a price at all.

New maple syrup is just arriving. Several consignments have been received on the local market from Quebec producers. Imperial gallons are selling at 85c. The quality of these early arrivals is hardly up to the standard, and it is expected that better grades will arrive next week, and will command at least $1 per gallon.

French peas, genuine imported, are scarce, but the price will hardly advance, as there is a heavy supply of Belgian peas.

The stocks of canned salmon are heavy and prices weak. It is estimated the coming season's pack will be a record one.

SUGAR.—Sugar situation remains same as last week. Prices are unchanged, but are firmer than last week, with buying much more liberal. The feeling that sugar will advance seems now to be general, and dealers are buying quite liberally as result. Recent advance in price of molasses will tend to strengthen sugar to some extent. Owing to the holidays little trading was done on the primary markets, only routine matters being attended to. Prices may vary with increased activity in the primary markets, and it is likely that an advance will be in order before long, as market has strong upward tendency.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES.—Molasses for future delivery advanced quite sharply since our last report. Futures are quoted to-day at 38c f.o.b. wharves, Montreal. This is an advance of four cents per gallon over last week. However there is some difference in the prices quoted, several firms quoting at 36c; in fact, one firm offers 2,000 puncheons at this price, but the majority seem to favor 38c, and several firms refused to set a price at all. The market during the past week has been spectacular. Last week the trade seemed to think that the upward tendency was due to manipulation, and that the producers would not be able to maintain their position, but happenings of past week have demonstrated conclusively that this supposition was incorrect. The advance is due indirectly to the shortage of about 15,000 puncheons in this year's production as compared with last year's. The fact that this year's crop is practically all sold may have some bearing on the advance in prices. Prices for molasses for immediate delivery advanced this week, and are very firm at those prices.

Corn syrups remain the same. New pure maple syrup is beginning to arrive, and is quoted at 85c per Imperial gallon, but this price will likely go to $1 with arrival of better grades.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 85
Cases, 20-lb. tins, ¼ doz. per case	....	2 80

DRIED FRUITS.—Choice Muscatels have declined about 1c per pound, and Valencia raisins have declined about ½c per pound. Evaporated apples are down ½c. Prunes, in the larger sizes, are quite active, but prices remain unchanged. The demand for dried fruits is quiet.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	....	0 06½
Choice loose muscatels, 4-crown, per lb..	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08½
Sultana raisins, loose, per lb.	0 11½	0 12
Sultana raisins, 1 lb. cartons	0 12½	0 14
Malaga table raisins, clusters, per box..	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07	0 07½
Valencia, select, per lb.	0 07½	0 08
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned..	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	0 04½	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—The market hasn't recovered from the holiday shut down, and at this writing there is little else than routine business being transacted. Prices are firm and demand quiet.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 19	0 20
Yamasbiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 23
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 28
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 16
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—There is little to report on coffeet situation this week. Little business has been transacted during past week owing to the Easter holidays. Prices are unchanged and the demand limited at this writing.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICE.—There is no change in spice market. Prices are firm, and the demand very steady. The shortage in pepper is confined chiefly to the cheap grades, but this shortage on the primary

markets has not affected the local market. Booking for spring orders is heavy, and promises well for the summer's business.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Tapioca is lower this week, having declined from 1 to 2½ per pound. The demand is steady. Rice remains unchanged, but a decline of 15c will go into effect on the 15th of April, as is customary. The demand for rice continues steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Canadian Caroline rice	....	7 35
Brown sago, lb.	0 05	0 05½
Tapioca, medium pearl, lb.	0 06	0 06½
Seed, lb.	0 050½	0 06
Rice less 15c April 15th.		
Finest imported Patna, 224 lb. bags	....	5 50
Finest imported Patna, 56 lb. bags	....	5 75
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 50

NUTS.—Trading in nuts is quiet, with a few price changes. Tarragona almonds are selling at 16c to 16½c per pound, which is a little higher than quoted last week. Shelled Bordeaux walnuts are cheaper, selling at 26c, although some houses are quoting 29c.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15½	0 17
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 00
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 06½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 16
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 26	0 29
Broken	0 27	0 28

BEANS.—The market for beans is dull and uninteresting. Prices remain the same.

Imported white beans, bush.	2 60	2 75
Yellow beans, bushel	....	3 00
Ontario, 3 lb. pickers	2 25	2 40
Imported green peas, Belgium	....	2 75
Yellow peas	2 60	2 70

ONTARIO MARKETS.

POINTERS,—

Sugar—Firm but unchanged.

Prunes—Firmer.

Teas—High grades Firmer.

Coffees—Primary market firmer.

Cream Tartar—Advancing.

Peppers—1 cent lower.

Toronto, March 26.—Dulness of trade is commonly attributed to the tightness of money market. Prices on some staples have been temporarily reduced with purpose of stimulating business, but prices as a rule hold firm. Speaking of trade conditions this week one dealer said: "If the money market would only let up a little bit there would be a chance of doing business without dropping prices. As it is no one is buying who feels he can get along without stocking up for a few weeks yet." With regard to the sugar market, however, the tightness of money has shut out the speculative feature, so that now it is rather the true market conditions that are being brought to light.

SUGAR.—Locally wholesale dealers are of opinion that refiners are not likely to let prices go down any further and that retailers would not go far wrong in keeping a good full stock of sugar on hand, but without speculating. Then if prices should go down, buying can be gone into more extensively. A local broker this week stated: "We do believe that present prices will be lowest prices of season. How many advances there may be is doubtful as not only tightness of money, but also European conditions are large factors in sugar market. One thing, however, that stringency in money has done, has been to shut out speculators from market."

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—New York refiners have advanced prices 4 cents to wholesale trade, but this is not expected to cause any change in local prices. Molasses continue to move out steadily, but only the usual small amount of business is passing.

New maple syrup has appeared on Toronto market this week and is quoted at $1.10 per gallon.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03¼
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	.... 0 28
West Indies, half barrels	.... 0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—Trade in fruits is so dull that one broker this week stated that January, February and March had been the three quietest months the trade had known for some years. Open winter and abundance of evaporated apples throughout country were given as explanations.

Prunes hold firm with small demand; 30's to 40's are scarce and high; 60's to 90's are rather more plentiful and continue to rule firm.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 06
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Ceylons are showing a slight improvement. Primary market is strong owing to keen competition with Russian buyers. Fine teas and good teas are much dearer. Slump of a few weeks ago was accounted for by quality being rather down, and buyers holding off. These are now returning so that market is expected to go higher. Locally market conditions are unchanged.

COFFEE.—Primary coffee market is firmer than week ago, having advanced ½ cent. No further drop is expected. Fine coffees are in short supply and hold quite firm.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Spices continue to rule firm with upward tendency. Cream of tartar is firmer at from 27 to 30 cents. This is due to shortage of stocks. Tightness of money is said to have loosened pepper market slightly, causing a decline of 1 cent on both black and white.

This is said to be only temporary and former conditions likely to rule shortly.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—30	90—0 00	.....
Curry powder	sbrdlu mfwyp	rfdlu m	mmmm
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	.....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 60	1 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 60
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83

RICE AND TAPIOCA.—Best rices are somewhat firmer. Poorer stuff has ceased to decline and appears to have struck bottom. Tapioca continues unchanged.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium, pearl	0 06	0 07
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Shelled nuts continue to hold firm with unchanged prices. Nuts in shell are quiet with almost no demand.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbota	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Good quality beans fully maintain present prices. These are fairly scarce, but can be had if the high price is paid for them. Market is flooded with cheap stuff of inferior quality.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush,	2 60	3 00
Austrian, mixed, per bush.	....	2 40

CANNED GOODS.

TORONTO, March 26.—Canned fruits, vegetables and salmon all continue dull. Large quantities of apples and fresh vegetables throughout the country have tended to cut down demand throughout season.

Some complaints are still being made about deliveries in evaporated milk, but conditions are gradually bettering themselves.

VEGETABLES.	Group A. Per doz.
2's, Asparagus Tips	$ 2 27½
2's, Asparagus Butts	1 42½
Beans—	
2's, golden wax	1 00
3s, golden wax	1 40
Gal., golden wax	4 05
2s, Refugee, green	1 00
3s, Refugee, green	1 40
2s, Midgets	1 30
2's, Beets, sliced	0 97½
2's, Beets, whole	1 30
3's, Beets, sliced	1 32½
3's, Beets, whole	1 37½
3's, Cabbage	1 00
2's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67½
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2s, extra fine sifted, size 1	1 75
2s, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gals., Spinach	5 32½
3's, Tomatoes	1 37½
Gal., Tomatoes	4 00
2's, Corn	0 97½
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal., Apples, standard	2 55
Gal., Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal., Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal., Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal., Peaches, pie, not peeled	3 52½
Gal., Peaches, pie, peeled	4 37½
2's, Pears, Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal., Pears, pie, not peeled	3 52½
3's, Plums, Lombard, heavy syrup	1 45
Gal., Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
Gal., Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal., Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black, not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals., Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black Currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
3's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.	
Sockeye—	
1 lb. flats	2 92½
1 lb. talls	2 87½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Mar. 25.—Business continues fair. Dealers expect an improvement on re-opening of navigation next week. Sugar holds same. Molasses are higher. The advance by some is thought to be caused by speculators and not because of crop conditions which are reported good. Pork is reaching practically record price, owing to scarcity. Quotations given below on canned goods refer first to the price to case lots and second to price of quantities less than case lots. This is necessary, claim the wholesalers, because of much small buying making profits less. Wholesale dealers are trying to induce buying by case lots. Eggs fairly stiff for Easter market and are still a shade scarce.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, l's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	....	2 20
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	0 26	0 27
Eggs, case	0 24	0 25
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 39	0 40
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	28 00	28 50
Pork, American clear	25 00	28 00
Potatoes, barrel	1 50	1 80
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Coboes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 50	4 60
No. 1 yelllw	4 20	4 30
Paris lumps	5 60	5 75

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 25.—"Business is good and prices on the average firm," is report of Halifax wholesale dealers. Turnover at Easter was larger than usual. Prospects for continuance of brisk business are excellent, as vessels are now arriving from coastal points, and first of fishing vessels are here to fit out for Banks. Eggs sold at Easter at 22c. Hams and bacon are ½c higher. More apples are being offered now than trade can handle. Up to present time growers have been holding back for higher prices, but commission houses now decline to handle stock.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	....	0 15
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostlzzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60

Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 22
Flour, Ontario, 90 per cent.	4 95	5 05
Flour, Manitoba best, per bbl.	....	6 05
Grapefruit, per case	....	4 00
Hams, per lb.	....	0 19½
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Onions, Valencias, per lb.	....	0 02½
Oranges, Florida, per case	....	4 00
Oranges, navel, per case	....	4 00
Potatoes, per bag	....	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	2 25

LOSING MONEY IN EMPTY BOXES.

By Old Scoop, Toronto.

An article in your last issue re sale of empty boxes appealed to the writer. This is something I have been doing for years. I endeavor to turn everything into money that I do not need in my business. Some seasons empty boxes are not required by some concerns, while there are others who do require them. I get from 5c to 10c for my empty boxes, and recently I found a customer who would take them even without covers at the same price. I know a grocer who had vinegar barrels accumulating on his premises and during the warm weather they all fell to pieces, which meant a great loss. If he had returned them promptly when empty look what he would have saved. That is one leak.

PAY AS YOU GO—USE OF THE COST BOOK SYSTEM.

(Continued from page 31.)

occasionally—but that he should really make anything must not be permitted.

For Betterment of Members.

Bah! Tell the people that your association is organized for the general betterment of the members and their customers, the same as every other organization of men is put together to accomplish some good for each; and that if such betterment requires the regulation of some of your charges, such regulation will be put through if possible, your advancement being predicted on precisely the same premises as the advancement of librarians, and school-ma'ms—each and all of whom are crying for better wages with which to meet the increased cost of living.

Remember well that "The Guilty Flee When No Man Pursueth" and be careful not to flee too soon.

Analyst Says Butter was Adulterated

Samples Sent From Saskatoon to Ottawa—Two Short on Reichert Meissell and One Contains Too Much Water—An Important Question for City of Saskatoon.

Saskatoon, Sask., March 26.—This city has been having quite a time with its butter question, due to an allegation some time ago that adulterated butter was being freely sold here.

Samples were tested by the local health department and also sent for analysis to the Inland Revenue Department of the Dominion Government. Dr. T. Donald, of the latter department, has reported on the matter having examined the first lot of samples sent him. The following is an extract from his letter:—

"As stated on the certificates, all three samples that we have tested are adulterated, and contain other than butter fat. I may add that this work has been done very carefully, determinations being made in duplicate.

"Our sample B is also adulterated because of the large percentage of water it contains."

One Sample Lost.

In this first lot were four samples, but one had leaked out of its container in transit, and as a result was spoiled for any analysis. The other three, however, it has been proved, are adulterated with animal fats other than butter fat, while the second sample examined shows that the butter was also adulterated by the high amount of water it contained.

The report of Dr. Donald on the three samples is as follows:

SAMPLE "A."

Water, 10.70 per cent.
Salt, .79 per cent.
Reichert Meissel, 14.10 per cent.
N. B. adulterated. Contains foreign fat.

SAMPLE "B."

Water, 38.70 per cent.
Salt, .23 per cent.
Reichert Meissell, .15 per cent.

SAMPLE "C."

Water, 8.90 per cent.
Salt, 5.65 per cent.
Reichert Meissell, 18.90 per cent.
N. B. adulterated. Contains foreign fat.

Addition of Tallow.

An insufficient quantity of Reichert Meissell is what proves that the butter is adulterated, and that either tallow, lard or beef fat of some kind has been added to the mixture before it was actually put on sale as butter. The Adulteration Act prescribes that a greater quantity of Reichert Meissell than 24 per cent. must be in the butter before it is judged to be pure. The water in all the samples is of the right amount with the exception of sample "B," which has over 38 per cent. According to the Dominion Act there must not be more than 16 per cent. of water in butter for it to be judged pure, while the middle sample has more than twice that amount.

This, however, is a comparatively unimportant part of the adulteration, for the chief suspicion directed against the butter of Saskatoon was that various animal fats had been added to it.

The butter in question is part of a consignment of 650 pounds which has been ordered to be held by Food Inspector Davies. It was bought at a west side butcher shop and was supposed to come from a small place in the country. That it did not come from the farmers at all and was simply shipped to this country point for a blind is the opinion of the food inspector.

Not After Retailers.

Although all parties selling this butter are liable under the Act, Mr. Davies does not intend to prosecute any retailers for the present, being sure that they know nothing of the deception. He proposes, however, to go after the manufacturer if he can trace him up and prosecute him heavily.

Mr. Davies has wired the analyst asking him whether any of this butter could be classed as oleomargarine, but as yet has received no reply.

TRADE NOTES.

Alberta wholesalers have requested the Government of that province to pass a Bulk Sales Act.

S. A. Kanauss, of the Fitsimmons Fruit Co., Fort William, was in Toronto during the first part of the week.

J. A. Morgan, of the J. A. Morgan Co., Seaforth, N. Carolina, was in Toronto early this week. He reports that the season in the south is fully two weeks ahead of last year, and shows every indication for a splendid fruit crop.

READER FOR MANY YEARS.

The MacLean Pub. Co.,
Dear Sirs:—
Kindly cancel my Canadian Grocer at the expiration of my subscription, as I have sold out after thirty-one years in the same town.
During the most of this time I have read your valued paper with a good deal of interest and profit.

JAMES WHITEHEAD.
Walkerton, Ont.

Serious Damage to April Tomato Crop

Heavy Rain Wipes Out Almost Total Crop South of Miami, Fla.—Loss Estimated at 50 Per Cent. of Whole Crop for April—Higher Prices Expected in Lemons—New Cabbage Appear on Toronto Markets—Roots Plentiful: Stocks Becoming Heavy.

During past week practically whole of the tomato crop south of Miami, Fla., has been wiped out through excessive rainfall. This means, according to advices from brokers, that about 50 per cent. of the total tomato supply for Canada and the States for April has been destroyed. Prices on the primary market have advanced 50c to 75c during the last two or three days, and are likely to go higher.

MONTREAL.

GREEN FRUITS.—Apples are advancing and selling well, but mostly for local consumption, as exporting is unprofitable at present. Oranges have advanced considerably, some grades increasing as much as $1 per box. This is due to increased demand and milder weather, requiring icing of cars. Lemons are firm at last week's quotations. Florida tomatoes have been coming in quite freely, seven cars arriving this week. Business is brightening up with every week, and milder weather is opening up new trade.

Apples—		
Ben Davis XXX.	3 50	4 00
Spies, first grade, per barrel	5 00	5 50
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Bananas, crated	1 75	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Lemons	3 00	4 00
Oranges, California navels	3 00	4 50
Oranges, Valencias	3 75	5 00
Oranges, Mexican	1 50	2 50
Oranges, Florida	4 00	4 75
Pears, California, Winter Nellis, box 15 doz.		5 00
Pineapples, Cubans, cases of 24	4 50	5 50

VEGETABLES. — Strawberries are scarce on local market. . Cause of this is heavy rains in Florida and other berry shipping points. The berries after being wet are soft and will not keep well enough to ship long distances. The few that are seen on local market are of poor quality and mushy. The price varies all the way from 50c to 75c per quart. Rhubarb is coming on the market, and is bringing 15c a lb. New beets are selling at $1 per doz. bunches. Cauliflowers are a little scarce. Potatoes are easier owing to small demand and liberal offerings. The milder weather has stimulated buying, and quite a little business is being transacted.

Asparagus, dozen bunches	7 00	9 00
Beets, old, per bag	....	1 00
Beets, new, per doz. bunches	....	1 00
Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Spanisb onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 50	1 75
Cauliflower (for single cases $2.00) double	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 25	4 50
Cucumbers, per dozen	2 25	2 50
Leeks, per bunch	....	0 30
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag..	0 65	0 67½
Quebec grades, car lots, per bag.....	0 60	0 62½
Quebec grades, small lots, per bag...	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case.....	....	3 25
Tomatoes, Florida, choice, per case.....	....	2 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	1 75	2 00
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 50	0 65
New potatoes, 6c lb. or, bbl.	7 50	8 00
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15
Water cress, per doz bunches	....	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	3 00	3 50
French Indive, per lb.	....	0 30
Artichokes, Canadian, bag	....	2 00

TORONTO.

GREEN FRUITS.—Dealers report business during past week as much better than expected. Holiday demand called for great quantities of fresh fruits, so that last week was easily the busiest week since the new year. This week grapefruit have advanced 50c, and Florida Valencias have gone up from 50c to 75c per case. One dealer this week sold a full car of Valencias at $4.25 per case, which shows trend of market. Cranberries are still to be found on the market, but only in small quantities.

Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per hunch	1 75	2 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 80	....	6 50
Hotbouse grapes, per lb.	....	1 10
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case..	3 00	4 00
Lemons, Messina	3 50	4 00
Limes, per box of 100	....	1 50
Oranges, Florida, ordinary case	4 00	4 25
Oranges, Florida, Valencias, case	4 50	5 00
Oranges, California navels, per case	4 25	4 50
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case..	....	3 75
Oranges, Valencia, large, 420s, case	4 75	5 00
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	4 50	5 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	....	5 50

VEGETABLES.—First new cabbage from Florida and Charlston appeared on market this week. This, it is stated, is not only the earliest that new cabbage has ever appeared, but it is being offered at a lower figure than ever before at beginning of season. Usually opening prices are about $4 to $4.50 per crate. This week two car loads went begging at $2.25.

California celery is practically off market, only Florida varieties being offered.

All roots are getting plentiful in dealers' hands, and as result are easier.

Beans, wax and green, hamper	5 00	6 50
Beets, per bag	0 60	0 75
Beets, imported, per doz.	....	1 00
Brussel sprouts, per quart box	....	0 22
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cabbage, Florida, new, crate 30 heads	....	2 25
Cabbage, Charlston, new, crate 5-6 doz	....	2 25
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 25	3 25	4 00
Celery, Florida, per case	3 50	3 75
Celery, California, bunch of dozen heads	....	1 25
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house doz.	2 50	3 00
Egg plant, per crate of 30 to 45	3 50	4 00
Frencb Indive, case of 16 to 17 lbs.	....	5 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	....	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, bamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Potatoes, Ontario, per bag	0 75	0 85
Potstoes, New Brunswick, per bag	1 00	1 05
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Radishes, hamper	....	2 50
Rhubarb, according to size, doz. bunchea	0 85	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	3 00	3 25
Sweet potatoes, 50 lb. hamper	1 75	2 00
Water cress, per doz. bunches	....	0 25

A Large Fish Trade During Easter Week

Stocks of Fresh and Frozen Lines Well Cleaned Up—Fresh Caught Lake Fish Appear on Market in Small Quantities—Demand for Fish Easing Off Now That Lent is Over.

The past week has proved quite satisfactory to fish dealers, having been one of the best weeks throughout the whole of the Lenten season. Fresh lines were in especially heavy demand, and as at some points supplies of these were limited, stocks were pretty well cleaned up. Frozen lines, too, moved freely, as well as some fresh smoked.

Fresh caught lake fish are this week making an appearance on the larger markets, but only in small shipments. Owing to unfavorable weather conditions it is not expected there will be large quantities of these for sale for a week or two at least. Fishermen have already made all preparations, and are counting on a large catch as soon as the season really opens.

Demand for salt fish is quite limited, but with the opening of navigation is expected to pick up again.

Oysters are still on sale, but growers are not at all anxious to make shipments, as they are busy with planting beds for next season. Stocks on sale show fine firm quality.

MONTREAL.

FISH.—The demand for fish has slackened off a little, but there is still big demand for all lines of fresh fish, especially salmon. Holland and Scotch herring are selling well. Fresh smoked haddie are in excellent demand. Haddock and cod are in good supply, although halibut is still a little scarce. Lake fish are coming forward slowly. The demand for salt fish is almost nil, but it is expected to brighten up a little with the opening of navigation. Shell fish and oysters are quiet.

Some prices are lower than last week, and still lower prices are expected before the end of week.

FRESH AND FROZEN.

Black Sea bass, per lb.		0 12
Bluefish, fancy, per lb.		0 13
Barbotte (dressed), bullheads, per lb.		0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak cod, per lb.	0 06	0 06
Tom cod, new, per bbl.	....	1 25
Flounders, per lb.	....	0 04
Haddock, per lb., frozen	0 04	0 05
Haddock, fresh, per lb., by express	0 05	0 05½
Halibut, fresh, per lb.	....	0 13
Herring, frozen, per 100 fish, medium	....	1 80
Herring, large, per 100 lbs.	....	2 25
Mullets, per lb.	....	0 10
Mackerel, per lb.	....	0 10
Pike, dressed and headless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	....	0 15
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	....	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	....	0 06
Dry Pollock, 100 lb. bundle, per bundle	....	6 00
Acadia pure cod tablets, 20 lb. boxes, per lb.	....	0 10½
Halifax pure cod, 3 lb. box, per lb.	....	0 15
Shredded cod, 2 doz. in box, per box	....	1 80
Boneless strip cod, 30 lb. box, per lb.	....	0 10
Pure skinless cod, 100 lb. boxes, per lb.	....	0 07½

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1	....	7 00
New Labrador herring, per bbl.	5 00	5 00
New Labrador herring, per half bbl.	2 80	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 25
Holland herring, bbl.	....	10 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 11
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 11
Herring, new, smoked, per box	....	0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 35

TORONTO.

FISH.—Fish trade during latter part of last week was especially brisk, all lines moving freely. Stocks of frozen fish were well reduced, and much of the fresh on the market moved out. A little fresh caught whitefish is found on the market this week but only in small quantities. Larger shipments are scarcely expected for at least a couple of weeks.

Trade in oysters during the past week was rather better than expected. Stocks now arriving show great firmness and excellent quality.

FROZEN FISH.

Qualla salmon, per lb.	0 08	0 09
Halibut, per lb.	....	0 12
Lake Erie herring, per lb. straight	....	0 06
Lake Superior herring, per 100	....	3 00
Pickerel, per lb.	....	0 09
Restiguse salmon, per lb.	....	0 20
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Cohoe salmon, per lb.	....	0 12
Whitefish, per lb. straight	0 10	0 12

FRESH CAUGHT FISH.

Haddock	0 07	0 08
Halibut, per lb.	0 13	0 15
Live lobsters, per lb.	....	0 45
Red snappers, per lb.	....	0 20
Roe shad, each	1 75	2 00
Steak, cod	....	0 09
Spanish mackerel, per lb.	....	0 20
Tungston clams, per 100	....	1 75

SMOKED.

Ciscoes, per basket	....	1 00
Finnan haddie	....	0 08
Kippers	....	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 12

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	....	6 75
Scottish herring, Loch Fyne, per kit	....	1 00
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16
Smelts—		

Through the passing in Victoria, B.C., of a number of forged bank money orders purporting to be issued by the Bank of Toronto, the fact of the theft at Winnipeg, late in January, of a book of such orders has been brought to the attention of the Victoria police authorities. It was the first the police had heard of the matter, and they had been, accordingly, in no position to warn the public against the possible attempt, by unscrupulous persons to pass the orders. One order for $45 was purported to be issued by the Bank of Toronto and to be regularly signed by bank officials. Other orders, it is stated, were also passed, being in each case endorsed by the individual who passed them, though the name used, John Foster, is undoubtedly fictitious.

It is not the size of the window or the display that draws the crowd. It is novelty of arrangement or stock shown. You can make a small window pull as well as a big one.

Millers Are Not Anxious to Push Sales

Claim There is Little Profit at Present Figures—Demand Expected to Increase With Opening of Navigation—Large Quantities of Wheat Still in the States—Export Trade in Rolled Oats Reported Fair From Montreal.

The flour trade shows no improvement over last week. With prices low and freight rates high, millers are not anxious to push sales. As result they are selling only to their established trade who appear to be buying totally on a hand to mouth basis. Supplies in the hands of country buyers appear to be fair as they show no special interest in buying at present figures.

With the opening of navigation freight rates will be much lower and this should stimulate trade greatly, especially to Newfoundland, the Maritime provinces, and the West Indies where transportation can be made all by water.

Latest estimates of the wheat reserves in the United States shows that there still remains a large quantity of wheat over and above home requirements. It is quite commonly believed that during the next few weeks foreign buying will show an improvement and that both Canadian and American wheats will be in greater demand.

Season for heavy grinding is now over so that now with fair demand stocks are being kept fairly well cleaned up. In mill feeds stocks are said to be keeping better cleaned up than a few weeks ago.

Receipts of flour on the Montreal market for the week were 3,611 sacks, as compared with 24,509 for the same week of a year ago. The exports from St. John and Portland for the week were 16,652 sacks as against 42,983 for the corresponding week last year. The stock of flour in store on spot to-day showed an increase of 6,165 sacks as compared with a week ago and an increase of 116,983 over the same date of a year ago.

MONTREAL.

FLOUR.—There is no feature in local flour market and prices remain same as quoted last week. Prices are steady under a good demand and quite a large volume of business is being transacted, both for immediate and future delivery. Buyers appear to be purchasing quite conservatively and seem to be neglecting to lay in stocks. This is probably result of weakness in grain markets which seems to have given buyers impression that flour will go lower rather than higher, but this is rather doubtful.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 40
Manitoba straight patents, in bags.....	....	4 90
Manitoba strong bakers, in bags.....	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Rolled oats market is steady with a fair volume of business passing. Demand for export is fair and considerable business has been accomplished. Demand for cornmeal continues fair. Some firms have advanced their prices slightly, but volume of sales is being made on the $2.05 basis. The exports of rolled oats from Portland and St. John for the week were 5,700 sasks, as compared with 2,400 sacks and 12,145 cases for corresponding week last year.

Cereals—		
Rolled oats, in 25 sack lots	2 05	2 23
Rolled oats, in single bag lots.....	2 20	2 38
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots.....	2 26	2 30
Granulated oatmeal, in single bag lots....	2 26	2 30
Fine oatmeal, in single bag lots.....	2 26	2 30
(In 25 bag lots the price of tbe above is 10c lower.)		
Rolled wbeat, in barrels	....	2 70
Hominy, in 98 lb. sacks	2 00	2 15
Cornmeal, in 98 lb. sacks	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—There is no change in the mill feed situation and prices remain the same as last week. Demand is very good Market is healthier with prices ruling very steady.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Trade during past week has been steady, but only quietly steady. Mills are running continuously, but are doing no heavy grinding. At present demand is almost heavy enough to take care of on-coming supplies. Most of the domestic trade, especially in the city is from contract. Very little export business is being accomplished. At present price levels mills are not getting any too much profit and for that reason are not anxious to put the price down. Whether such a move would stimulate business under present conditions is doubtful anyway.

Manitoba Wbeat.		
1st patent, in car lots, 140 lbs. bags....	....	5 40
2nd patents, in car lots, per bbl.....	....	4 90
Strong bakers, in car lots, per bbl.....	....	4 70
Feed flour, in car lots, per ton	....	28 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wbeat.		
Fancy patents, domestic consumption....	4 70	4 90
Patents, 90 p.c., domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Trade in cereals is running along without feature and with little sign of change. Buyers are not stocking heavily, but are carrying on a rather hand to mouth trade. Millers considering prices low enough, and in some cases too low at present figures, are making no great effort to push sales. Price generally quoted is $2.15 for 90's in jute. One firm, however, is asking $2.20 for 80's in cotton. Export trade is dull. Cornmeal market is practically without feature.

Rolled oats, small lots, 90 lb. sacks.....	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wbeat, 50 lb. boxes	....	1 50
Rolled wbeat, small lots, 100-lb. bbls....	....	2 75
Rolled wbeat, 5 barrel to car lots.....	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Demand for bran has eased off slightly during past week, but still continues fairly heavy. Shorts is running along without change. Demand is expected to increase materially in next couple of weeks.

Bran, in car lots, per ton	....	20 00
Sborts, in car lots, per ton	....	21 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton.....	26 00	27 00

It is all very nice to have a good time as you go along if you don't care about going very far along.

• • •

The store full of customers may mean a big business but it is worth remembering that big business is not the same thing as profitable business in every case.

• • •

The man who is always worrying for fear he won't get his money's worth out of his employees is very likely to find his fears coming true.

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON GROcery trade, to sell an article of daily consumption. Box 150, Canadian Grocer.

Produce & Provisions

Provisions Firmer---Good Butter Scarce

Increased Demand For Hog Products Puts Up Price—Hogs Advancing—Offerings of Finest Grade Butter Are Light—Storage Stocks Greatly Reduced—Export in Cheese Renders Market Firmer—Buckwheat Honey Scarce.

The drop in hogs reported last week from Toronto was destined to be short-lived and this week prices have again resumed their former levels. In Montreal prices on raw material have all advanced also, so that a firmer tone prevails. As result of these increases, and the growing demand now that Easter is past hog products are much firmer. In Montreal these have all gone up a cent or more. In Toronto there has also been a slight advance, but not so marked.

Finest quality in fresh butter is reported as scarce on all large markets. No. 2 stuff is offering in fairly large quantities, but for this there is little demand. Storage stocks too are becoming greatly reduced so that altogether matters appear to be shaping for firmer markets and higher prices until fresh makes begin to come in more freely.

Much to the relief of all those who went heavily into the egg business a year ago, storage stocks are now practically all cleaned up, and as pickled have been scarce for some time most of the eggs now appearing on the market are new laids. These are offering freely, and as Easter demand is now over it is expected that lower prices will prevail from now on.

The table below shows receipts of butter, eggs and cheese on the Montreal market during the past week with comparisons:

	Eggs, cases.	Butter, pkgs.	Cheese, boxes.
Week ending March 22, 1913....	4,729	824	9
Week ending March 15, 1913....	6,010	1,630	235
Week ending March 23, 1912....	5,078	1,921	143

MONTREAL.

PROVISIONS.—Expected advance in pork products went into effect at end of last week and by comparing quotations of last week with those given below great number of changes will be noted. This revision has been upwards, and amounts to 1c per pound on several lines. Lard has not followed advance for reason that America market is weak at present. Packers are not pushing sale of lard as they are losing money at present prices. They are making money by holding it. Hogs have taken a big jump and are now quoted at $10.25 per hundred live weight, and are selling at $15 dressed.

Demand for nearly all lines of provisions is quite heavy now that Lenten season is over. Mild weather is favorable to increased sales.

Long clear bacon, heavy, lb.		0 15½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 15½	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 16½
Medium sizes, 15 to 19 lbs., per lb.	....	0 19
Extra small sizes, 10 to 14 lbs., lb.	0 19	0 19½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 18
Bone out, rolled, small, 9 to 12 lbs., lb.		0 21
Breakfast bacon, English, boneless, lb.	0 19	0 22
Windsor bacon, skinned, backs, lb.	....	0 22
Spiced roll bacon, boneless, short, lb.	....	0 16½
Picnic hams, 6 to 12 lbs.	....	0 15½
Ham, cooked, per pound	....	0 28
Wiltshire bacon (50 lb. sides)	....	0 18
Cottage rolls, small, about 4 lbs.	....	0 18
Hogs, live, per cwt.	....	10 25
Hogs, dressed, per cwt.	....	15 00
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 14¾	0 15
Cases, tins, each, 10 lbs., per lb.	0 15¼	0 15¾
Cases, tins, each 5 lbs., per lb.	0 15½	0 16
Cases, tins, each 3 lbs., per lb.	0 15½	0 16
Pails, wood, 20 lbs. net, per lb.	....	0 15
Tubs, 50 lbs. net, per lb.	0 14⅞	0 15½
Tierces, 375 lbs., per lb.	....	0 14½
One pound bricks	....	0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 09¾
Tubs, 50 lbs. net, per lb.	0 09⅞	0 10¼
Tierces, 375 lbs., per lb.	0 09½	0 09¾
One pound bricks, 60 lbs. to case.	....	0 11¼
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces	....	27 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		27 50
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel 100 lbs.		10 00
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied hock, 6 lb. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—There is a firmer tone to butter market this week owing to scarcity of better grades. It begins to look as if prices will have to be advanced. Demand is quite heavy. New Zealand butter is still being imported but as it is selling for more than Canadian grades it is losing in favor. It sold this week at 33c, while the best Canadian makes were selling at 32½c.

Receipts of butter this week were 806 packages less than last week and 1,097 packages less than for same week year ago.

Creamery blocks, Sept. and Oct. make...	....	0 32½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 30	0 30½
New Zealand	0 32	0 33

EGGS.—New laid eggs declined another cent a dozen this week and are now selling at 25c per dozen. The price is rather weak and is likely to decline at short notice if receipts of new laids become heavy. While receipts of week show a decided falling off it is due to shortage of storage stocks which are practically off market. Nearly all the stocks of storage eggs have been cleaned up and receipts recorded this week were nearly all fresh laid eggs.

Demand for eggs is quite heavy and stocks are being turned over quickly.

New laid eggs, per doz.	....	0 25

CHEESE.—There is no change in the cheese situation. Demand continues good with prices firm at last week's quotation. Factories advise that the make this year will be small as owing to high price of butter, factories will open up on this line in preference to cheese. Receipts of cheese from May 1st up to date show a decrease of 44,486 boxes over the receipts for same period of preceding year.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¼	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

POULTRY.—The market for poultry is firm, but prices are unchanged. Supplies are coming forward fairly well but the trade could handle more if pushed.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24

HONEY.—There is no change in honey market. Demand is limited.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—Now that holiday is past trade in provisions is beginning to pick up a little and firmer tone prevails. Stocks are moving out freely, but as yet no great effort is being made to push sales. Prices on some lines are higher than week ago, and market remains firm at higher level. Lard is steady and fairly firm.

Decline in price of hogs week ago didn't amount to anything. Prices have now regained their former level and are likely to continue high for some time. While one packing house claims that they are turning away offerings, others state that hogs are still scarce and that they are taking all they can get their hands on.

Smoked Meats—		
Light hams, per lb.	....	0 18
Medium hams, per lb.	....	0 17½
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 22
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	....	0 15½
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14½	0 14¾
Long clear bacon, extra heavy	0 13½	0 13¾
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14¾	0 15
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	....	9 50
Live hogs at country points	....	9 15
Dressed hogs	13 50	14 00

BUTTER.—Butter is much firmer than week ago. Report from Chicago at first of week states that Chicago is pretty well cleaned up on storage, and not enough fresh is coming in to meet demand. Shortage is due to a great extent to delay on part of railroads. Sentiment in Chicago, it is stated, favors lower prices and dealers are buying cautiously. Locally, stocks are running low and so far as good stuff is concerned, storage is almost exhausted. Creamery solids are scarce, nothing hut rough No. 2's heing left. Farmer's separator, too, is scarce and holds firm at about 30 cents. One dealer this week states that during the past eight years he has never seen so little butter coming in at this season nor so great difficulty in getting No. 1 grades.

	Per lb.	
Fresh creamery print	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 32
Farmers' separator butter	0 27	0 30
Dairy prints, choice	0 26	0 27
Dairy solids	0 20	0 22

EGGS.—With Easter demand over a great slump was expected in the egg market. This, however, has not come yet, although prices are again easier. Storage and pickled are hoth practically off local market now, it being reported that only one firm is still selling storage to any extent. New laids are coming in freely, but heavy demand up to the present has not allowed stocks to increase greatly.

Eggs—		
Strictly new laid, per doz.	0 21	0 22

CHEESE.—Cheese market is rather more active than week ago owing to increased export demand. Domestic trade holds practically unchanged with prices same as last week.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Firmness continues to prevail in poultry market and fresh hirds are being rapidly snapped up. During last week a great amount of business was done and although a slight falling off has been noted, demand is still brisk with limited supplies. One dealer had on sale this week a turkey weighing 31 pounds, so far as he knew the heaviest at present on the market.

Chicks, milk fed, lb.	0 22	0 23
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Honey situation is practically without feature. Buckwheat honey is in great scarcity and is likely to continue so until after the Passover. Comb honey is scarce with slightly increased demand.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10¼

Selling Provisions Easy at this Season

Lent is Over and Warm Weathe Rapidly Approaching—Use of Glass Swing Shelving for Window Displays—Value of Addition of Greens—Separate Provision Counter Concentrates Attention of Purchasers.

Now that Lent has gone for another year and the spring season is with us again, the grocer has a splendid opportunity to make some money out of cooked and smoked meats, glassed and canned meats and sausage. Those who have forbid their appetite these tasty foods during Lent are now free to take advantage of its passing. With spring the housewife will gradually eliminate the work of the kitchen fire and there will be many meals that will contain cold meats or easily prepared bacon or sausage.

Glass Shelves in the Window.

These are things that every retailer should make work towards his own advantage just now. Provisions should be placed to the front. A window display occasionally of cooked and smoked meats will undoubtedly be worth while. The window that contains a display of provisions should be made as inviting as possihle. Many dealers use plate glass swing shelves in form of a stair with the lower step near the bottom of the window. On these are shown platters of cooked meats and hacon with a slice or two off each piece and the cut side turned outwards. This demonstrates just what kind of meats they are and is sure to create demand from many passers-by. The addition of a little lettuce, garden cress or other greens gives the meat display even a more inviting appearance. In fact, many dealers claim that the greens really make the display a strong selling one.

With warm weather approaching, a variety of stocks should be arranged for. There are cooked ham, jellied hock, jellied tongue, corned heef, and all the cooked lines in cans and glass to bring to the front. With a little extra attention these will sell.

Counter for Provisions Only.

The separate provision counter is more and more coming to the front. It's value lies in the fact that it draws special attention. It is like the single line or associated lines display in the window. A neat, clean marhle-top provision counter with a platter adorned with greens for each variety of meat cannot help but sell goods.

At any rate, now is the time to sell provisions. The good season for them is here and they can be disposed of with little trouble. Make hay while the sun shines.

YARD AND POUND SHRINKING.

The strict watch kept on weights and measures in the British Isles has led to the discovery that even the standard weights and measures are not to he relied on.

The only four official copies of the imperial standard yard in existence here have shrunk. The standard yard is kept in the strong room of the Standards Department at Westminster. The copies which like the standard itself, are made of bronze alloy, have decreased in length, according to the annual report on weights and measures issued by the Board of Trade in the following proportions: The Royal Mint copy, 23 millionths of an inch short; Royal Society copy, 49 millionths short; Greenwich Ohservatory copy, 43 millionths short; Standards Department copy, 215 millionths short.

The copies of the standard pound weight also have heen found to vary, but not so much as the yard measure.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..$2 00
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16

COUPON BOOKS—ALLISON'S. For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beanchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each conpon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soinble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90
Chocolate Confections—Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liqnors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Preminm No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqnieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above qnotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 dz	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 60
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 00
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Mannfactnrer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.
402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.
Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 60
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAFORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES. BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s	7 50
Claret, pts., Cork, 50s	5 00
Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1-lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. Bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case

Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case).	5.50	5.35
7 lb. tin (½ dz case).	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case).	4.80	4.65
7 lb. tin (½ dz case).	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI CY., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.
Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

DATES: We have 25 full sized boxes of Sair Dates. Some of the boxes show signs of dryness on the outside layers and could be used to advantage for manufacturing purposes. We quote same at 2½ cts., per lb., subject to approval of sample, previous sale and prompt acceptance.

COCOANUT: Strictly fresh shredded, quality guaranteed, at 15 cts., per lb., in barrel lots.

DOMESTIC SARDINES: In oil, quarter lb., tins, 100 tins to the case at $2.75 per case.

WHOLE RIO COFFEE: Standard Quality, 20 cts., per lb., in bag lots and over.

CANNED SALMON: One lb., tall tins Red Sockeye, at $2.62½ per dozen, extra good quality and popular brand.

COHOE SALMON: One lb,, tall tins, attractive labels, Standard Quality, at $2.12½ per dozen.

VALENCIA RAISINS: Finest selected, good sound fruit, at 7½ cts., per lb., only a limited quantity left.

CURRANTS: We are offering 100 half cases, dry cleaned Filiatra Currants, at 6½ cts., per lb.

SPECIAL

50 Chests flavory, Ceylon Pekoe black tea, good heavy cup quality at 14½ cts., per lb., usually sold at about 18 cts. This would make a splendid line to sell at 5 lbs., for $1.00. Samples and quotations submitted upon application.

WE GET THE BUSINESS BECAUSE WE HAVE THE VALUES.

R. SIMPSON & COMPANY

Wholesale Grocers and Importers of Teas, Coffees and Spices.

29 - 31 Charles Street **Hamilton, Ontario**

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 8 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07½
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c bigher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs....	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case...	.07¾
Kegs, extra large crystals. 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c bigher than 40's.)	.07½

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case,, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.
Case of ½-lb., containing 120 packages, per box, $3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

EDWARDSBURG STARCH CO.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 40
5-lb. tins, 1 doz. in case...	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case..	2 75
5-lb. tins, 1 doz. in case...	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case....	3 50
5-lb. tins, 1 doz. in case....	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case .....$	1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case ...	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case ...	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints ...	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ...	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s ..	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6⅓s and 12s.....	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7⅓s	59
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	56
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s..	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½....	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only ...	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at ..	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at...	.42	.60
Gold Label, retail at....	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90

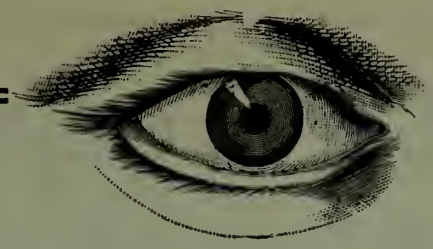
List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15



WE ARE THE EYE Of the CANADIAN WEST

and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world— the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.

The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY

HAMS and BACON

Easter marks the opening of the season for Hams and Bacon. Be prepared for the demand and stock up with the old reliable

"Star Brand"

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Established 1854.

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

Florida Tomatoes

Ripe Fancy Stock

We are handling only the best that comes from Florida.

Ripe Pineapples Celery
New Cocoanuts

New Maple Syrup

We can ship you direct from the bush.
Get our prices.

WHITE & CO., LIMITED
TORONTO

SWEET
California Navels

SIZES, 64s, 80s, 96s, 126s, 150s, 176s, 200s.

These Oranges are fine eating and full of juice.

FANCY
Florida Tomatoes

Hard, Ripe, Sound, Smooth Stock.

Celery

Very Fancy, Well-Bleached—Green Tops

BANANAS GRAPE-FRUIT LEMONS
PINEAPPLES COCOANUTS
GREEN VEGETABLES

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

GERMAN-QUALITY-SAUSAGE
J.M. SCHNEIDER & SONS LIMITED
BERLIN, ONT.

Let us prove to you that this will be a popular and profitable line for your meat counter.

Write for a trial order and be convinced of their Absolute Purity.

Prices and shipping terms sent on request.

J.M. Schneider & Sons Limited.
High Grade German Sausage
Pork Packers

BERLIN, - - - ONTARIO

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

LEMON BROS.

Owen Sound, Ontario

TRACUZZI'S MOTTO

is a perfect pack and no rush of orders or exceptional market conditions make any difference—He still packs the Best under

St. Nicholas

J. J. McCABE

Agent

Toronto, - Canada

Elgin Brand

Smoked and Cooked Hams

The increasing demand for quality goods makes it imperative that you offer the best you can secure to your patrons. Our Smoked and Cooked Hams have no equal. Only the finest quality pork is used in the manufacture of our pork products, and the greatest care is taken in the manufacture. We absolutely guarantee our products to be the finest quality made.

Send for our Post Card Order Book. It is convenient for the grocer as well as serving as a reminder.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

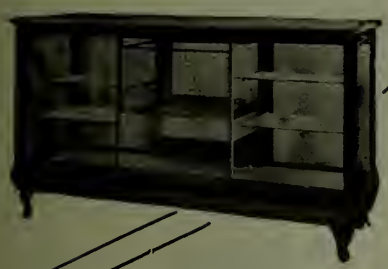
FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



For Sanitary Display of all **Perishable Goods**

there is nothing that will take the place and give the service that you can get by using the

Silent Salesman Arctic Refrigerator

Our new 1913 designs and stock are ready. One or two of these salesmen in your store will add wonderfully to the appearance of your store and will keep perishable goods in a sanitary condition as well as giving them proper display. Send for New Catalog.

JOHN HILLOCK & CO., Limited
TORONTO, ONTARIO

AGENTS IN WEST:
J. UPRICHARD, - - - - - Regina, Sask.
Quebec and Maritime Provinces.
WOLF, SAYER & HELLER, MONTREAL;

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

The American Computing Co. of Canada

Hamilton, .:. .:. Canada

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

LEITCH ANCHOR BRAND OAK LAKE

Every Pound Of Anchor Brand Flour IS ESSENTIALLY GOOD

and to make it so it is indispensable that all departments involved in modern Mills be absolutely and strictly keyed up to the top-notch, high-grade development. Wheat must be well selected to yield "quality" and the machinery in perfect condition to secure "uniformity" at all times.

Anybody can make good flour, but it requires experience and technical knowledge to uphold this feature incessantly against all odds. Our Millers have made Anchor Brand Flour during 25 years and nothing else—it is second nature to them to make it good.

3 lb. free samples given for tests.

Leitch Brothers' Flour Mills, Ltd.

"MILLERS OF QUALITY"

OAK LAKE :-: MANITOBA, CANADA

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

Grocers! Attention!

Have You Ever Featured Our

SOAPS?

	Per case.
Wonderful Soap (100 cakes)	4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes)	2.30
Crystal Soap Chips (100 pkg.)	3.75

Freight Paid 5 Case Lots.

	per lb.
Crystal Soap Chips (200 lb. bbl.)	5½c.

Freight Paid.

Yours for Quality.

GUELPH SOAP CO.

GUELPH, - - ONTARIO

Are You Satisfied

with the equipment in your store—your Coffee Mill, Scales, Spice, Tea, and Coffee Bins, etc. We are agents for the renowned Henry Troemmer Mills, Scales, etc., and can equip your store at the lowest possible cost.

Get our quotations and prices — estimates and catalog gladly sent on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

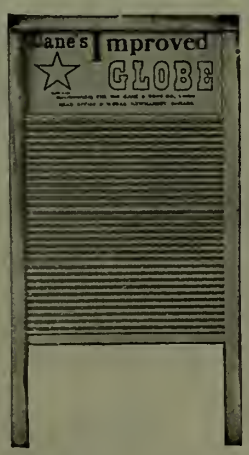
Walter Woods & Co.

HAMILTON and WINNIPEG

THE QUALITY OF

CANE'S WASHBOARDS

MAKES THEM QUICK SELLERS AND SATISFACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.
Customers can tell at a glance that Cane's Wash Boards are superior to others.
Your jobber has them in all styles and grades.
Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, -:- ONTARIO

STUHR'S

GENUINE CAVIARE, ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Apply the brake to your bad accounts

by giving them to us to collect. We collect accounts anywhere in Canada and the United States.

No collection—no fee.

Special forms sent on request.

Write To-day.

The Nagle Mercantile Agency

WESTMOUNT, QUE.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

A want ad. in this paper will bring replies from all parts of Canada.

Headquarters for Maple Flavor

We can supply anything wanted in Maple Flavor

We can quote BETTER PRICES than you are NOW PAYING

Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON

Manufacturing Chemist

86 FULTON ST., - NEW YORK

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and, because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,

LIMITED, - - MONTREAL

American Cans

IN SELECTING your **FRUIT** and **VEGETABLE** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE. **HAMILTON, ONT.**

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case $3.50
Princess Condensed Milk, 4 doz. in case.$4.20
Banner Condensed Milk, 4 doz. in case...$5.00

J. Malcolm & Son, St. George, Ont.

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST
Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:
Ontario and Quebec:
W. G. PATRICK & CO., Ltd., York Street, TORONTO
Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.
5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

CANADIAN AGENTS:

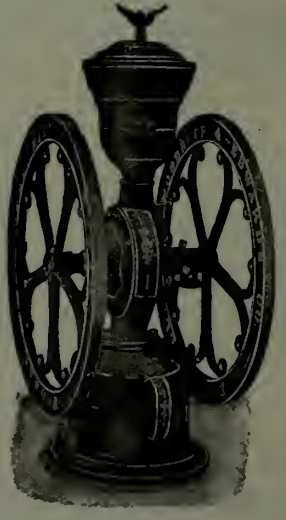
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



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VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
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TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
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REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.
ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington St. E., Toronto.
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David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.

BLACK JACK

QUICK
CLEAN
HANDY

FINEST IN THE WORLD FOR PARLOR STOVES, PIPES AND RANGES
APPLY EVENLY WITH A DAMP WOOLEN CLOTH
XXXX
BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY Ltd
WINDSOR, ONTARIO.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS.—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

So Good
So Appetizing

that is what the customers say when they once try a bottle of **STERLING BRAND** Relish. It leaves a lasting impression and gives full satisfaction.

There seems to be a motion Sterling-wards in the Canadian public that makes the sale of Sterling Relishes, Pickles, Catsups, Extracts, Jams, etc., so exceedingly successful.

Have you sent in your spring order —specify and insist on getting Sterling Brand from your wholesaler.

THE T. A. LYTLE CO.
Limited
Sterling Road, - Toronto

Everyone
Who Buys Sauce

shows a cultivated taste which demands the best in quality.

PATERSON'S WORCESTERSHIRE SAUCE

has that piquant deliciousness that appeals to the masses. In selling a food luxury it never pays to sell an article of dubious quality.
Sell Paterson's Worcestershire Sauce and get the trade.

ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
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EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO
Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

1 2 1 2

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F. F. Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

1 2 1 2

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oily boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED
Hamilton, Canada Buffalo, U.S.A.

It's Selling Fast

And it will move in your territory, too. Have you seen this new delicacy that the housewives are all so pleased with? If not you are making a mistake that you do not accept our offer of

6 tins, freight prepaid, for 50 cents, as a trial lot.

PARIS PATÉ SANDWICH

is one of those delicacies which have made French cuisine famous.

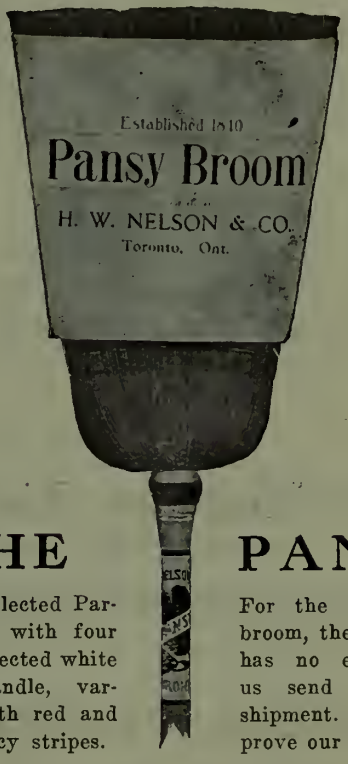
The Purest Meats and Spices

only enter into its production, and the cleanly sunshine factory also go towards a further guarantee of purity.

La Société Francaise de Spécialités Alimentaires

MONTREAL

THE BEST GOOD BROOMS



THE PANSY

This is Selected Parlor brush with four strings, selected white maple handle, varnished with red and green fancy stripes.

For the Best Good broom, the "Pansy" has no equal. Let us send a sample shipment. It will prove our claim.

Made in the largest and best equipped factory in the country.

We have a very wide experience in the manufacture of all kinds of brooms, brushes, woodenware, etc., having been established in 1840. Nearly three-quarters of a century has served to make the Pansy Brand the standard by which all other lines are judged.

H. W. NELSON & COMPANY
LIMITED
TORONTO - ONTARIO

A Conviction

has been reached by a great majority of dealers that

Brodie's British Plate Powder
Brodie's Furniture Polish
Brodie's Cloudy Ammonia

are three of the best selling lines of Polishers and Cleaners. They sell because **they do the work. Are you supplied?**

Write

A. W. Hugman, Limited
MONTREAL

A Friend of the Grocer

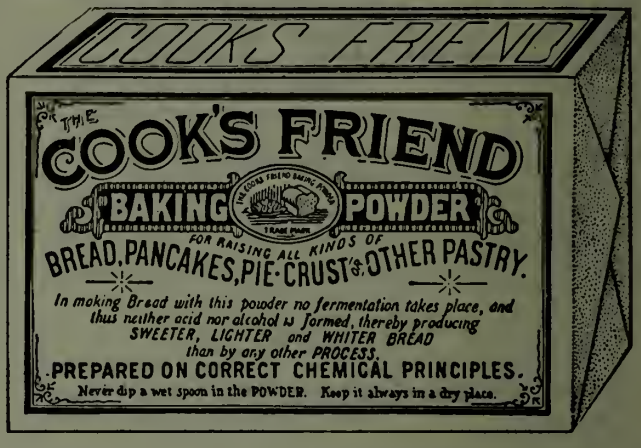
because it sells without much pushing—quality and advertising make it popular. Sales are numerous and continual.

A Friend of the Cook

because **Cook's Friend Baking Powder** always puts the the baking at its best. Made from pure grape cream of tartar and contains no alum or other deleterious ingredients.

Purer than the Law Demands. Contains No Alum.

W. D. McLAREN, Limited **MONTREAL**
Agents
JOHN J. GILMOR **WINNIPEG, MAN.**


COOK'S FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

Dustless Sweeping

is an assured fact when the dustless sweeping compound is used.

SOCLEAN

Extra large pail, 25c.

The dealer who sweeps his store with this compound fully realizes the many benefits derived from it. Dusting of stock is reduced to a minimum; dust depreciates the value of bulk goods and spoils the appearance and selling of packaged goods. Your customers at once notice and are attracted to the store with the sweet, fresh, SOCLEAN atmosphere. Sold in barrels for dealers' use.

Order a stock now. It pays well.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"
TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg. Agents for Montreal; HEDLEY M. SUCKLING & CO. Agents for Ottawa; W. R. BARNARD & CO.

THE biggest and best selling, the most perfect and practical jar for you to stock and sell is the **"Queen" Square Fruit Jar.** Made of clear white flint glass with large mouth, and equipped with adjustable fastener. Your patrons will be delighted with the practicalness of this container, giving you excellent opportunity to do a big trade during this coming season. Profits are good. Get your orders in now.

Manufactured by

SMALLEY, KIVLAN & ONTHANK
BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

OLIVE OIL

NOW IS THE TIME TO PLACE YOUR ORDERS FOR SPOT, SPRING AND SUMMER SHIPMENTS

We offer the finest and purest quality guaranteed.

PURE FRENCH AND ITALIAN OLIVE OIL

L. A. PRICE & CO., Shippers, Bordeaux.

Extra Superieure, French.

Bottles, cases, 1 doz., 16 oz.	per doz., $5.50
Bottles, cases 2 doz., 8 oz.	per doz. 2.95
Bottles, cases 4 doz., 4 oz.	per doz. 2.00

Extra Imperiale, French (Wine measure).

Tins, cases 2 tins, 5 gallons	per tin, $11.00
Tins, cases 10 tins, 1 gallon	per tin, 2.40
Tins, cases 20 tins, ½ gallon	per tin, 1.25

L. A. PRICE & CO., Italian Lucca Oil.

Bottles Extra Lucca, cases 1 doz. qrts.	per doz. $7.00
½ Bottles Extra Lucca, cases 2 doz. pts.	per doz. 4.00

L. A. PRICE & CO., Italian Pure Lucca Oil.

Bottles Pure Lucca, cases 1 doz., 16 oz.	per doz. $4.50
Bottles Pure Lucca, cases 2 doz., 8 oz.	per doz. 2.40
Bottles Pure Lucca, cases 4 doz., 4 oz.	per doz. 1.50
Bottles Pure Lucca, cases 2 doz., 9 oz. (Silver Cord)	per doz. 4.00

L. A. PRICE & CO. Italian Lucca (Tins), (Wine Measure).

Tins, cases 2 tins, 5 gallons	per tin, $10.50
Tins, cases 10 tins, 1 gallon	per tin, 2.20
Tins, cases 20 tins, ½ gallon	per tin 1.10
Tins, cases 40 tins, ¼ gallon	per tin .65
Tins, cases 40 tins, ⅛ gallon	per tin .35

F. BERTOLLI Pure Italian Lucca Oil, Tins (Wine measure).

Tins, cases 2 tins, 5 gallons	per tin, $9.00
Tins, cases 10 tins 1 gallon	per tin, 1.90
Tins, cases 20 tins, ½ gallon	per tin, 1.00

PRIMUS Pure Italian Lucca Oil, Tins (Imperial measure).

Tins, cases 2 tins, 5 gallons	per tin, $10.25
Tins, cases 10 tins, 1 gallon	per tin, 2.20
Tins, cases 20 tins, ½ gallon	per tin, 1.15
Tins, cases 40 tins, ¼ gallon	per tin, .62½
Tins, cases 80 tins, ⅛ gallon	per tin, .32½

TERMS: Net 30 days, f.o.b. Montreal.
We will book orders now at above prices, delivery up till 1st August.

Don't forget, *"QUALITY FIRST."*

L. CHAPUT, FILS & CIE., LIMITEE

Wholesale Grocers. Distributors for Canada.

212 DeBresoles Street, - - MONTREAL

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES

FIRST-CLASS GENERAL BUSINESS FOR Sale in Oxford County Ontario. Good, clean stock and good business centre. Building can be bought or leased. Apply Box 469, Canadian Grocer, Toronto.

FOR SALE — GROCERY BUSINESS IN growing district, east side Toronto; good corner; $17,000 turnover last year; about $1,500 stock. Apply Box 470, Canadian Grocer, Toronto.

FIRST CLASS LARGE COUNTRY STORE Nine miles from railway; stock $5,500; turnover $13,000; established 15 years; made some money; want to get near high school. Apply Box 472, Canadian Grocer.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

SITUATION WANTED

GROCERY CLERK, 10 YEARS' EXPERIence, desires position in West as manager or head clerk in grocery or grocery department. Good references. Apply Box 149, Canadian Grocer, Toronto.

MISCELLANEOUS

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

BECAUSE THE REMINGTON TYPEWRITER Company's Employment Department has earned the reputation among stenographers of filling the most desirable office positions, the result is that we place the most desirable class of office help. May we fill your stenographic vacancy? No fees. 144 Bay Street, Toronto.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

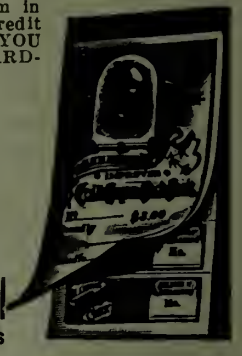
The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

A SAFETY-CHECK ON THE CREDIT CUSTOMER

There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a Safety - Check, and the one perfect Safety-Check is fonnd in



ALLISON Coupon Books

Here's How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

A want ad. in this paper will bring replies from all parts of Canada.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF,
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Your Customers will Like— MAPLEINE

Recommend it to them with a money back guarantee for a "Flavor" that is dainty and different,—
Or to make table syrup by adding to white sugar and water.
Order from your jobber or
Frederick E. Robsen & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"
MEANS NO DUST, NO GERMS
A strong, pleasant, disinfectant sweeping compound, in bulk only
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

We handle only
PURE MAPLE SUGAR and SYRUP
Write us.
WOODMAN & McKEE
COATICOOK, QUE.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

A want ad. in this paper will bring replies from all parts of Canada.

WHITE SWAN

LYE
SPICES, COFFEE,
EXTRACTS, JELLY POWDERS,
BAKING POWDER, YEAST, ETC.

are all good, dependable lines that bring satisfaction to your customers and clinch future custom, because your patrons realize that you are the man who provides goods of the very highest quality.

You will, therefore, best serve your present and future interests by passing up all questionable and nondescript brands that are put up solely for immediate profit.

An extensive and convincing advertising campaign is now going on and is creating a demand for WHITE SWAN PRODUCTS—A "money-refund" guarantee goes with all these lines.

WHITE SWAN SPICES & CEREALS, LTD.
Toronto, Ontario

Add $5.00 to Your Weekly Salary

DO you want to increase your salary by at least $5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn $5.00 every week, in addition to his present salary.

The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,
143-149 University Avenue, - TORONTO, Ont.

MONEY CAN BE MADE

on below-mentioned goods if you get in on prices we are now quoting. The lines are well known, and of recognized quality, so let us hear from you immediately. We have in stock and to arrive:

PETITS POIS

(Soleil Brand).

	Cs.
Extra Fins, kilos	$14.50
Extra Fins, ½ kilo	16.00
Tres Fins, ½ kilo	13.50
Fins, ½ kilo	12.50
Mi-Fins, ½ kilo	11.50
Moyens, No. 1, ½ kilo	10.50
Moyens No. 2, ½ kilo	10.00
Moyens No. 3, ½ kilo	9.00

"FRS. PETIT & CIE."

Fins, 100 ½ kilo	$10.00
Moyens 100 ½ kilo	7.50

ASSORTED VEGETABLES.

"SOLEIL" Brand.

Haricots, Asparagus, Macedones, Flageolets, Brussels Sprouts, Celery, etc., etc.

"SOLEIL" SOUPS.

Chervil, Oseille, Julienne, Tomatoes, etc.

IMPORTED MUSHROOMS.

F. Lecourt, Paris.

Extra Choice, First Choice, Choice, Gallipeds.

CANADIAN CANNED GOODS.

We offer for immediate delivery, full assortment of 1912 packing. We will appreciate your future orders for 1913 packing.

Write, Phone, Wire.

LAPORTE, MARTIN & CIE, LIMITEE

Tel. Main 3766 **568 St. Paul St., MONTREAL**

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The Big Annual Spring Sales Number

OF THE

CANADIAN GROCER

is beginning to take shape. For months our editors have been on the still hunt for the right sort of material.

Actual instances of Creative Salesmanship,
Interesting Old Customers in New Goods,
Attracting the Public through the Window,
How some of the best Salesmen among the Retail Grocers secure their results.

Each year we have raised the standard of these articles. Each year we have received more congratulations from our readers. Each year our annual Spring Sales Number has become

MORE PRACTICAL
MORE LOOKED-FORWARD-TO
MORE APPRECIATED

by the retail grocers and their clerks throughout Canada.

April 18th—Date of Publication this Year—April 18th

Every Manufacturer should have his announcement in this issue.

Every retailer will be expecting it.

Here is your opportunity to speed up your Spring trade, by enthusing the retail grocers and their clerks, priming them with your selling points, and getting most results from your whole sales organization by securing the hearty co-operation of the man behind the counter.

Use a Double Page Spread

Show you have confidence in your goods and you will put confidence in the retailer who is recommending your goods to the customer.

Our advt. writing department will gladly assist in preparing copy for this issue. Drop us a line and we shall have a representative call with further particulars.

Canadian Grocer

Montreal **Toronto** **Winnipeg**

Publication Office: 143-149 University Avenue TORONTO

The Menard Commercial Car

WE COULD MAKE A LENGTHY STORY

on the mechanical and technical qualities of the **Menard Commercial Car,** but owing to limited space we cannot give all the facts here and therefore invite correspondence of all dealers interested and we will gladly supply full information and details of the **Menard Delivery Cars**— the cars that have made good.

The **MENARD COMMERCIAL CAR** is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables the dealer to give a much better service.

Write for information to-day. It costs nothing.

MENARD COMMERCIAL MOTOR CAR COMPANY

WINDSOR, - ONTARIO

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Have YOU ever tried to switch her from FIVE ROSES?

Thousands of grocers sell this flour simply because they *couldn't* make her change.

Who has lost sales thereby?

Not he who sells FIVE ROSES, Brother Grocer, since its sales have increased *faster* than the population.

Thus proving that not only does it hold your customers but gets *new* ones for you.

Why have the FIVE ROSES sales increased from 800 barrels to 11,500 since 1888, from 1600 bags to 23,000 bags every selling day?

Every woman has a different reason for sticking to FIVE ROSES—and it is all these reasons put together that have made FIVE ROSES the *best-selling* flour in Canada to-day.

Why should YOU row against the current? Why not make more flour sales with less trouble?

This flour is packed to suit your trade in barrels and halves, and in bags of 7, 14, 24, 49 and 98 lbs.

Won't YOU ask your jobber to-day, or write our nearest office?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"
Capacity, 11,500 bbls. Daily
MONTREAL

Five Roses Flour

Not Bleached Not Blended

1917